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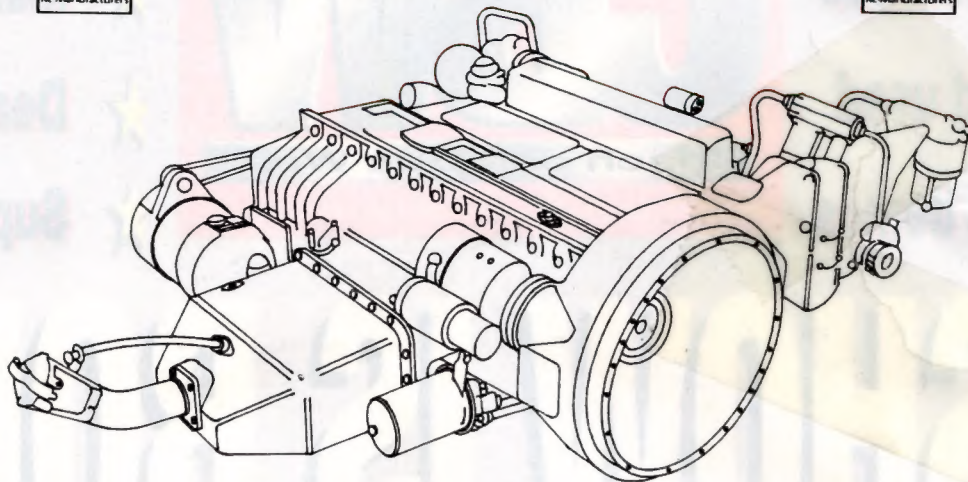


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# Swing low

**T**HREE years ago low-floor buses were at best a curiosity, at worst a threat to the status quo. Most people in the industry considered them expensive to buy, uneconomic to run, complicated and, therefore, potentially less reliable. Now it's all change.

Although the evidence is inconclusive, research points to low-floor accessible buses generating an amount of extra revenue (between four and eight per cent) which is greater than any addition to total running costs (around 1.5 per cent), figures which, in themselves, are very compelling.

That may or may not be the case — it depends on the circumstances — but the reality is that a low-floor bus is a much more attractive package for all passengers and there is no longer any attempt to blind operators with the notion that so-called low-floor technology costs money.

The premium for accessibility has shrunk from 22 per cent to around five per cent and even then the comparison is not necessarily like for like.

Bus design needed to respond to the demands for increased quality anyway so, even without low-floor, the average bus was destined to be far better than the rather basic needs of 20, or even 10,

years ago. Low-floor forms part of a package designed to sell a bright new image of bus travel. However, there are elements of that package which need urgent attention.

In last week's *CBW* the Pugh cartoon depicted a low-floor bus barred from the bus stop by a parked car.

The industry needs co-operation on a wide scale to crack this problem, otherwise accessibility is defeated.

Engineers and schedulers must recognise that it's not only the driver who carries the responsibility for a smooth ride and it is difficult to see how low-floors can be reconciled with one of the more unsavoury aspects of competition — the race to the next bus stop.

However, the latest evidence from Brighton, Blackpool and elsewhere is very encouraging. Passengers like the new buses and can be seen to let the old ones pass by. Those who have invested can take heart.



**Mike Morgan**  
Editor





▼ Event

## Show to be sensational

THE coach and bus industry will have a major new event next year.

Coach and Bus Live will take place at Silverstone on 20, 21, 22 March and will make full use of the world famous grand prix circuit to allow test drives of a full range of new and used vehicles. Visitors will be able to test drive coaches around the main track and buses around a simulated urban bus route on the smaller Stowe Circuit.

At the heart of the show will be two enormous, state-of-the-art temporary structures. These will house new and used coaches and buses from dealers and manufacturers alongside stands featuring the latest services and products from industry suppliers.

Coach and Bus Live is being launched by EMAP Automotive, the company which publishes *Coach and Bus Week* and puts on the hugely successful Fleet Show every April using the same facilities at Silverstone.

"I'm confident Coach and Bus Live will become a major annual event in the industry's calendar," said *CBW* publishing director, Mark Barton. "It certainly has all the right ingredients - for both visitors and exhibitors. It's at the right time of year, when operators are getting their fleets together for the new season and dealers are taking in part exchanges. It gives operators the chance to actually drive vehicles - both new and used - in the safest possible environment before they buy."

"And, last but by no means least, Coach and Bus Live will have the full backing of the industry's leading magazine."

■ A Show is Born pages 22&23

▼ Coach

## Operator insolvent

SMITHS of Sittingbourne, the Kent-based operator whose commuter services transferred to neighbour, Chalkwell, last month (CBW 4 May), has ceased trading.

Insolvency practitioners, Moores Rowland, have been instructed to hold a creditors meeting with a view to proceeding with liquidation.

Chalkwell has taken over Smiths' Kent County Council school contracts and increased demand for the 11-coach former-Smiths commuter services to London has resulted in a 12th vehicle scheduled.

▼ Coach and Bus

# 'Grandfather rights' for EU eye sight rules

## Relief across industry as Norris gives drivers reprieve

by Mike Morgan

would jeopardise the careers of experienced drivers (CBW, 27 January).

However, Mr Norris has now clarified the situation saying that professional drivers will be tested according to the standards which applied when they first gained their licences.

The decision was

hailed as a victory for common sense by the T&G union.

However, Mr Norris said 'grandfather rights' would only apply where a PCV licence holder had been driving a passenger carrying vehicle regularly for a minimum of six months over the last few years and had not been involved in an accident

UNCERTAINTY caused by the controversial plans to introduce new eye tests for all PCV driving licence renewals has ended with road safety minister Steven Norris announcing that so-called 'grandfather rights' will be maintained for most drivers.

Many feared that the universal application of new EU eye sight rules

▼ Bus



"JUST WAIT WHILE I TURN THE CLOCK BACK."

▼ Bus

## Cowie takeover will not include East Lancs

EAST Lancashire Coach-builders is not owned by British Bus and therefore is not included in the anticipated acquisition by Cowie (CBW 22 June).

The directors of the Blackburn-based company have clarified the position of ownership, saying that in January 1994 the shares held by British Bus in East Lancs were sold. At that point it became, and remains, a stand alone company with

no corporate connection with the bus operating company.

Now in its 65th year, East Lancs continues to actively promote its products which currently include the Cityzen double decker and the new Spryte Alusuisse single deck on low-floor chassis - the first of which has been completed for Rossendale on Dart SLF.

■ Low-floor News - page 8

▼ Bus

## CPT condemns "Consensus For Change"

LABOUR'S draft transport policy has been condemned as out of date and out of time by the Confederation of Passenger Transport.

Director general, Veronica Palmer, said the strategy document "Consensus For Change" contained policies based on outdated ideologies based on old style town hall power.

A new regulatory system of bus operation, possibly involving franchising and stricter controls of bus service variations, are among Labour's proposals. Mrs Palmer said: "The policies

contain nothing of substance to guarantee a better service for bus passengers or to persuade car users to transfer to buses.

"The reverse is true - the effect of these proposals, would be to put a stop to the steady improvements in service levels, investment in new vehicles and innovations in infrastructure that have resulted from successful companies re-investing their profits back into the industry."

Mrs Palmer says that Labour has taken a snapshot of the industry i

the late 1980's when going through the major changes resulting from the 1985 Transport Act. Consequently she says its solutions are based on problems of the past.

Rather than force a further period of instability on the industry, Labour is urged by Mrs Palmer to work with the industry to use its successes as a platform on which to build.

● Labour wants: a system of regulation - franchising or tendering - setting standards and minimum levels of service.



# et-out



Norris: 'common sense'

where eyesight might have been a factor.

The tighter regulations will apply to new PCV drivers from January 1997.

## Coach and Bus

### Thompson gains OBE...

ROGER Thompson, md and chairman of Guide Friday, has been awarded the OBE in The Queen's Birthday Honours.

He founded Guide Friday in 1974 and began running tours of Stratford-upon-Avon in open top, double-deckers. It now operates in 26 towns and cities in Britain, Ireland, Spain and Germany, making it the largest such tour operator in the world.

He said: "I am delighted to have been honoured and feel it is a tribute to the industry as a whole and to those people with whom I have worked closely over the last 30 years."

### ...and Heath awarded MBE

MIKE Heath, who helped steer London Transport Buses into the private sector, has been awarded a MBE in the Queens' Birthday Honours List. He has worked for London Transport for 25 years and was appointed project coordinator bus privatisation in September 1992.

## Bus

# Massive order for Dennis

THE ultimate in British-built low-floor buses, designed and built by Dennis for the Far East, has secured the biggest export bus order of the year.

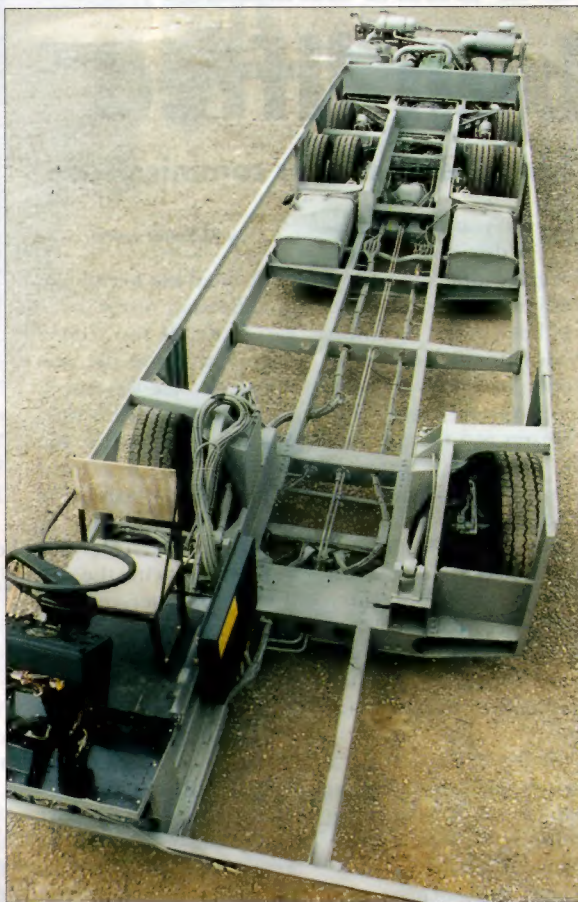
Dennis is to supply 185 Alexander-bodied Trident double deckers to 3,500 vehicle Kowloon Motor Bus in Hong Kong.

As successor to the transverse-engined Dragon, the 12 metre-long Trident is the world's first three-axle low-floor double decker. It is powered by Cummins M11 turbocharged diesel engine mounted in-line and driving through either a three-speed Voith or five-speed ZF automatic gearbox to a Kirkstall rear axle.

In use in North America since 1994, this is the first M11 application in a European-built bus.

Trident has air-suspension and its low frame allows a level floor with three-degree ramp over the rear axles.

■ Low-floor - page 8



Trident: first British-built low-floor decker

## Coach

# Cosmos Sunlink eclipsed

COSMOS has shelved its budget Sunlink coach programme in the face of increased competition from cheap air holidays.

But the company said Sunlink, which mainly operates coach-camping holidays to Spain and Italy, would run as scheduled this Summer and it hoped to reinstate it at a future date. Sunlink's hotel packages will be merged into the Cosmos

Tourama coach tours brochure.

Paul Jolliffe, md of Cosmos coach tours, cited increased air capacity and reduced prices as the reasons for margins being eroded between air and night express coach services.

Sunlink's capacity has shrunk from a peak of 60,000 people to around 25,000 and the Cosmos decision to withdraw fol-

lows Airtours' sale of Sun Express, its coaching subsidiary, last year.

The dropping of the budget coach programme has left Siesta Travel Europe and Club Cantabrica with the bulk of the coach-based mobile home and camping holidays market.

Siesta is understood to have entered into negotiations to buy the Cosmos mobile homes.

## Coach and Bus

# IRU slams belt regs

SEATBELT regulations, as determined by the EU, have been slammed as "irrational" by the International Road Transport Union (IRU) because "it has given preference to two-point belts on all vehicles over 3.5 tonnes."

IRU says experts at Cranfield and the European Centre for Safety Research and Risk Analysis (CEESAR) have warned against the danger of severe injury from two-point belts. It is also concerned that there will be no obligation to wear seat belts in coaches.

However, the IRU commends the EU for its 1997/1999 timetable (CBW 11 May). All other new coaches must have belts from 1 October 1997 - existing designs from 1 October 1999. Exposed seats must have three-point belts and all other passenger seats must have two-point.

# RAC minibus safety alert

FIVE out of six self-drive minibuses examined by the RAC would have failed the MOT test. Two of the six were so bad the examiners refused to take them out on the road.

The minibuses were hired for the day by the magazine Auto Express in Leeds, Newcastle upon Tyne, Edinburgh and Kirkcaldy. Faults included broken seat belts, insecure seats, defective steering and an illegal spare tyre.



## INSIDE TRANSIT THIS WEEK

### News

How much is Cowie paying for British Bus and what is it buying? Where are the British Bus board members going? What are Cowie's future plans for the business? Which

five rail companies have just come on to the market and who is buying Chiltern Railways? What is the latest in the Stagecoach battle with the MMC? What is happening in the Kingfisher/

Blue Bus battles both sides of the Pennines?

### Plus

Get an in depth look at the British Bus Group as it is about to change hands in our in-depth

analysis and check county council tender prices in our survey of local bus service tender prices.

■ Fill in the subscription form on page 59 NOW!



In brief

Autoglass HQ

AUTOGLASS has unveiled plans for a £5 million HQ on the outskirts of Bedford. Completion in 1997 will include training centre and office space for around 200 staff. Bedford is also the location for the company's 24-hour emergency service and customer care centre.

Back-up firm

TRUTAC, who established the world's first fully-computerised tachograph analysis bureau at Coventry, has formed separate company, TruTac Training Ltd, to provide the transport industry with a wide range of training and support services. Contact John Coltman, director of programmes, on 0123 690000.

Cut speed

A DRASTIC cut in speed limits is advocated by a new report by the Policy Studies Institute. *Speed Control and Transport Policy* (£14.95 from BEBC Distribution of Poole) recommends enforcing lower limits on motorways by banning vehicles capable of exceeding them by more than a small margin. It says cars should be fitted with variable speed limiters.

New seat

COGENT Passenger Seating Ltd has worked closely with MIRA to develop a new seat for the coach and minibus market. Priced at £110 including lap and diagonal 'all-age' seatbelt, the seat uses lightweight Formflex and conforms to M2 standards. Contact Cogent on 01792 585444.

SMMT report

SMMT's Economics department has compiled a 49-page report on the UK commercial vehicle market during 1995. It covers informed commentary and analysis of each sector, including PSV. Price £50 (£40 for members) from SMMT, Forbes House, Halkin Street, London SW1X 7DS.

▼ Coach

# Williams' ban lifted

You deserve it says commissioner

By Michael Jewell

THE two-year disqualification order imposed on Bargoed operator Cled Williams 15 months ago has been lifted by South Wales traffic commissioner John Mervyn Pugh.

Appearing for Mr Williams at a Cardiff public inquiry, Norman Lloyd-Edwards said the disqualification order imposed when his licence was revoked had been a constant source of worry and upset to Mr Williams — the fact he had lost his good name and was not qualified to be an operator.

Mr Williams said: "I was deeply upset personally by the decision after being in transport since 1968. It has been a constant concern... the length of the sentence."

He said he was not asking for the revocation

to be lifted but for the disqualification order to be varied to lift the stigma being carried at the present time. He was not in partnership with his wife, Marilyn, who now ran the business in her own name. There would be practically no change in the business. He was quite happy with the way it was now operated and he did not want to go back into it other than to drive.

"I am quite happy the way it goes now," said Mr Williams.

Quashing the disqualification order, Mr Pugh said he was hitting new ground as in the past he would not have had power to lift the order.

"On the last occasion it was very sad for you



Cled Williams Coaches is run by wife, Marilyn

and equally as sad for me," said Mr Pugh. "It had to be done in the interest of public safety. You were a gentleman. You did not run to the Transport Tribunal.

"You accepted the decision I made. I have listened carefully over time and I have got to know you as a gentleman. I want to grant your request with you present. Your disqualification has expired at 10.30am this morning."

At the same inquiry Mrs Williams, who trades as Cled Williams Coaches, of Gwerthonor House, Gilfach, Bargoed, succeeded in having the authorisation on her application for renewal.

She told the commissioner the fleet had all recently been put through fresh MOT tests, and that, since she had been granted a licence, there had been no prohibition notices issued to her vehicles or any convictions recorded against her. She now needed additional vehicles because of an increased day excursion and holiday programme.

Granting the application, Mr Pugh said: "It's a lovely story. A success. It gives me great pleasure. You deserve it. You had a difficult task. The revocation of your husband's licence was sad, but you have got through. Well done."

▼ Coach

# Order further lowers age profile

THIS tri-axle Century is one of six Scania taken so far this year by one of Ireland's biggest operators, Bernard Kavanagh & Sons of Urlingford, County Kilkenny.

Founded 50 years ago by Bernard and Joanna Kavanagh, the company now runs 60 vehicles — split

almost equally between Volvo and Scania. Its latest Scania order — two Van Hools and four tri-axle Irizar Centuries, all with air conditioning — will lower the fleet's age profile even further. The oldest Kavanagh vehicle is 1987 and most are younger than 1992.



Majority of Kavanagh work is American tourists

The company, which employs up to 100 staff at peak times, is now mainly run by brothers Tommy and Paddy Kavanagh.

The majority of its work — 60 per cent — is carrying incoming Americans, 20 per cent is incoming Europeans and 20 per cent is express

work and local bus operations run under the Quantabus tradename. Two vehicles are also run on Euro-lines services between Ennis and London.

Tommy takes a downbeat view of the company that is not entirely convincing. When asked if Kavanagh's is the biggest operator in Southern Ireland, the modesty is laid on with a trowel: "I suppose we could be up there, somewhere near the biggest. But we have a saying here in Ireland — the bigger they are the harder they fall."

Bernard Kavanagh & Sons is just one of three coaching operations bearing that famous Irish coaching name in Urlingford. Also in the town are J J Kavanagh & Sons, which is a similar size to Bernard Kavanagh, and Pierce Kavanagh & Co, which, at around 25 vehicles, is somewhat smaller.

CBW





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## Built for making life easy

THE 10.8-metre Crusader/Dart demonstrator used at the launch was equipped to a wheelchair layout offering 38 seats and capacity for 21 standees. However, maximum seating can be up to 43, with 24 seats accessed from the low-floor area of the bus if two single seats are fitted either side of the offside wheelarch.

Two steps take passengers up to the rear section of the saloon where there is a shallow gangway and seats are positioned on a raised platform resulting in a small intrusion from the wheelarch.

Tip-up seats in the wheelchair area are forward or rearward facing rather than side-mounted to maximise available interior width in the 2.4-metre wide bus.

Since the Dart SLF has air suspension, the ride quality is superior to the steel-sprung standard chassis. Consequently it is very similar to a full-size bus to ride and drive.

Drivetrain with Cummins B-series engine and Allison automatic gearbox is identical to conventional Dart. Small wheels are retained to reduce intrusion into the interior and a Telma retarder fitted.

Although the driving position and cab are familiar, a brief test drive of the Crusader in the Heathrow area of London revealed that, at this length, the Dart's lively characteristics were suitably subdued. It had a very taut chassis/body structure with controlled road manners and adequate performance, suggesting that the concept suited its intended application.

CBW



Super-midi: based on Dennis Dart SLF the Crusader builds on a pioneering tradition

### ▼ Coach and Bus

# A Wright Crusader

## Low-floor super-midi launched

by Mike Morgan

HOT on the heels of the Liberator (CBW, 15 June) low-floor pioneer, Wrights of Ballymena has added a sixth model to its accessible bus body range.

Based on Dennis Dart SLF (Super Low Floor), the new Crusader comes in three lengths and joins the increasingly competitive 'super-midi' market sector with complete vehicles priced in the range £80-85,000.

Wright's chief executive William Wright said that, not only was this the Northern Ireland body-builder's sixth launch of a low-floor bus as the company approaches its 50th anniversary, but another was on the cards for early Autumn with still more over the next 12 to 18 months. He said: "Our

only restraint is with what chassis manufacturers can produce."

In less than three years it has produced in quick succession low-floor bodies for Dennis Lance SLF, Scania N-series, Scania L-series, Volvo B6LE, Volvo B10L and now Dennis Dart SLF. Since developing the first UK-built low-floor bus, Wrights has built 250 which are in operation with 25 fleets, allowing the company to make the proud claim that its bodies are on nine out of 10 full-size low-floor buses.

Mr Wright says that, of the many changes which have affected the bus industry over recent years, "the

one change we can take some credit for is the introduction of low-floor buses."

However, this latest product signifies a move into the higher volume midi-sized market. Whereas early resistance by operators to the low-floor concept was based on perceptions of higher costs and greater complexity, the swing to the lighter weight of the 'super midi' such as the Dart SLF has tipped the balance.

Indeed, the Wrights Crusader on Dart SLF is unashamedly chasing the conventional full-size single-deck market as well as meeting emerging low-floor needs. In fact, the company is so confident about the trends that it will

no longer body on standard Dart chassis.

Crusader/Dart is available in three lengths — 9.4 metre, 10.2 metre and 10.8 metre — offering total capacities of 51, 57 and 63 respectively. Around 20 have already been ordered, with first deliveries scheduled for Ulsterbus, County Bus, and University Bus.

Body styling, construction and components share commonality with the five other low-floor buses in the range. However, rubber gasket glazing is standard for the first time because chassis manufacturer, Dennis, is confident chassis rigidity on a vehicle under 12 tonnes is sufficiently strong enough without the need for direct glazing.



Maximum passenger capacity is 51, 57 or 63

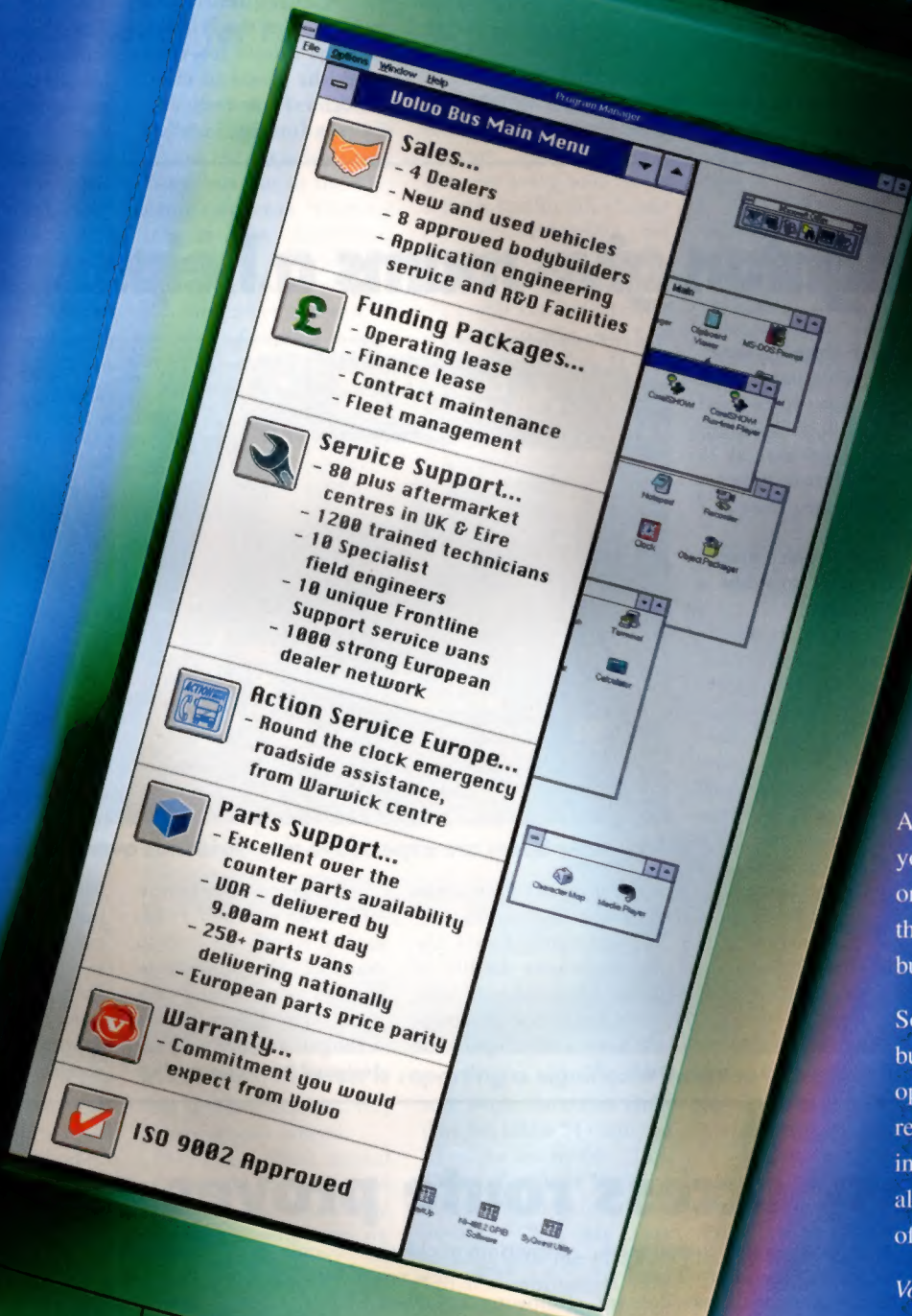


Crusader is Wrights' sixth low-floor model



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▼ Bus

## Accessibles could be viable option

THE first low-floor buses introduced into this country carried a capital cost premium of about 22 per cent, according to Cranfield director of research, Philip Oxley. But prices have fallen and new-generation buses produce an increase in ridership above the proportionate increase in operating costs.

Speaking at the CPT's disability confer-

### Increased ridership more than covers extra costs

Mike Morgan

ence (CBW, 22 June), Mr Oxley said: "I would suggest that, in practice, as low-floor buses gain sway over conventional vehicles, capital price premium will be more like five per cent." In Germany, for example, 15 per cent of new buses in 1988 were low-floor but, by 1994, it was almost 80 per cent.

He suggested that, with typical maintenance costs around 14 per cent and vehicle capital costs around nine per cent of total costs, low-floor buses will increase operating costs by between 1.1 and 1.2 per cent.

However, passengers prefer low-floor

buses. Mr Oxley quoted a comparative study on Tyneside where the increase in patronage following a change to DPTAC standard buses was 5.4 per cent.

Consequently his assessment of the increase in usage due to low-floor would be seven to eight per cent. He added: "The figures for the London

services were rather lower than those found in North Tyneside and, on a similar basis, might suggest an increase in patronage of four to five per cent.

Although Department of Transport-commissioned research by the TRL has not been finished, Mr Oxley said its conclusions were that low-floor buses did not materially affect running time.

▼ Bus

## Ramp launch

DEANS Powered Doors has launched a powered ramp, the Powerleaf Power Hinged Access Ramp, compatible with all types of low-floor chassis city bus, giving improved access for wheelchairs, pushchairs and passengers who may have difficulty stepping from the pavement on to a bus.

The first Powerleaf ramp has recently been fitted to a Plaxton-bodied Dart SLF by FirstBus subsidiary Midland Red West. It consists of two hinged wedge-shaped elements — one hinged to form the ramp and the other fixed within the cassette housing the operating mechanism. Safety features include door interlock, sensor to detect obstacles, and warning bleeper.

"The ramp is relatively inexpensive to buy and easy to install and maintain," said Malcolm Phillips, Deans Powered Doors sales director. "It drops into an area of 65 cm x 100 cm in the bus floor and is only 6 cm deep. Seven screws and bolts are required for fitting and the controls connector is simply plugged in."

CONTACT

Deans on  
01482 868111



▼ Bus

## Brighton give mums a helping hand

BRITAIN'S biggest commercial accessible bus service took to the streets of Brighton, with the launch by Brighton Transport of 15 low-floor Plaxton Pointers built on Dennis Dart SLF chassis.

They replace double deckers and provide a higher frequency.

"This has to be the way forward," said Richard Clark, managing director of Brighton Transport. "These vehicles are really user friendly. They make travel easier for old people and for parents with baby buggies."

"If public transport is to maintain its share of the market, let alone increase it, we have to provide buses which appeal to as many potential travellers as possible."

He said "When the low-floor model was



Low-floor buses are expected to pay dividends over the life of the vehicle

announced last year it was clear to us that the extra initial investment would pay dividends over the life of the vehicle, making the commercial operation of accessible buses a viable option for us."

The new Brighton 10.6-metre low-floor Pointers are among the first to come off the production line and have 33 fixed seats plus six tip-up seats arranged around a space designed to accommodate

baby buggies and shopping trolley. They have been allocated to the busy cross-town service 49, running from Portslade and Hove on the west through central Brighton to East Moulsecoomb on the east.

▼ Bus

## Easy access route proves a winner

AN easy-access service introduced last month by Lancashire Travel is proving a winner with travellers in the St Helens area. The route is run by two low-floor Dennis Dart SLFs, chosen as the cost-effective way of opening up a new commercial service to an area with a fair

proportion of elderly residents.

"The new route was started following a request from the residents association in Parr," explains Derek Owen, route manager for Lancashire Travel, the St Helens-based operation of MTL Trust Holdings. "We felt that low-floor

buses would be a strong selling point, and launched the service last month using the two Dart SLFs."

The Darts actually work on two interconnected services and run not just to Parr, but also to Earlstown and Leigh — all on a commercial basis.



## ADVERTISEMENT

# Production up 20% at Plaxton

## Bodybuilder heads for record

PLAXTON is heading for record sales in 1996 with production in the first six months of the year up by almost 20 per cent over the same period in 1995. Output will exceed the 850 mark by mid-year with a full-year target from Plaxton and Northern Counties of over 1,700.

"We have seen a healthy growth in demand right across our range," says Kevin Wood, the company's Coach Sales & Marketing Manager. "In both coach and bus we are selling to a growing number of operators, large and small."

In coaches, Plaxton is reporting a significant increase in its market share. New models are playing an important part in this. Plaxton was the first manufacturer to offer UK operators bodywork on Volvo's new B10M-SE chassis. The B10M-SE provides improved luggage accommodation and has been specified by National Express contractors and by Flights of Birmingham for use on busy express services where luggage needs to be easily accessible.

This season has also seen the availability for the first time of the Premiere 350 body on DAF's rear-engined SB3000 underframe. "Being able to supply on the DAF chassis has won us new business from committed DAF users," says Kevin Wood, pointing to Bibbys of Ingleton, Leaside Coaches and Armchair in London as examples.

Winning the 1995 Coach of the Year award has also boosted sales, not just of the award-winning Excalibur but to the Premiere range too. Growing interest in Excalibur prompted Plaxton to launch an alternative specification earlier this year to make its flagship model more affordable. This new option on Excalibur offers operators an interior trim based on the top-selling Premiere - making Excal-



## Winning: Plaxton has new customers and gained repeat business

continue to be available as options. The Excalibur is also now being sold on the Dennis Javelin GX chassis, further widening the appeal of one of Britain's most eye-catching coaches.

All this has helped Plaxton to win new customers, and gain repeat orders from existing ones. Wallace Arnold has added 51 Plaxton-bodied B10Ms to its touring fleet this sea-

son, while Excelsior Holidays has taken 24 - and has 19 more on order. Len Clarke, Excelsior Holidays managing director, comments: "We are very pleased with the Plaxton-Volvo combination. We pride ourselves on offering high-quality holidays. Having reliable, comfortable,

top-quality coaches is an integral part of our operation." Skills of Nottingham is another operator to have placed a repeat order - for Premieres - in 1996, including one on the DAF SB3000 chassis. Skills now runs 16 Premieres. "We evaluated one Premiere in 1994," says Nigel Skill, "and were very impressed, which is why we have placed fol-

low-on orders both last year and this year." "Our strength in coaches lies in the wide range of specifications we offer, and the high build quality which we are achieving," continues Kevin Wood. This is also helping Plaxton secure business from companies which had been buying imported bodywork - such as Eddie Brown Tours of Helperby. "We bought our first two Premiers from Kirkby last year, after running predominantly imported bodies for 12 years," says Philip Brown, "and we had no hesitation in adding more to the fleet this year."

One other factor is playing an important part in Plaxton's strong performance - high residual values. "We are competitive on pricing," explains Kevin Wood, "but that's only part of the story. Of course, you can buy a cheaper coach - but the question we would encourage any potential buyer of a new coach to ask is what it will be worth when they want to sell it or trade it in three or four years from now. Low depreciation is an important factor in overall operating costs."

A record performance does not mean that Plaxton is resting on its laurels. Later this year the first British-built articulated coaches will be delivered to Stagecoach. It is also taking advantage of growing interest in its Interurbans on Dennis Javelins and Volvo B10Ms.

As coach operators prepare to take delivery of new P-registered coaches from 1 August, Kevin Wood and his sales team are confident that in 1996-97 the P will stand for Plaxton.



## In coaches, Plaxton is reporting a significant increase in market share

ibur style available at a very attractive price indeed.

The new model retains the sophisticated microprocessor-controlled heating and ventilation system of the original. Other features, such as aircraft-style luggage racks with locker doors, and wood veneer interior detailing,

low-on orders both last year and this year.

"Our strength in coaches lies in the wide range of specifications we offer, and the high build quality which we are achieving," continues Kevin Wood. This is also helping Plaxton secure business from companies which had

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1995 N DAF SB220 Auto, Northern Counties Paladin 49 str bus  
 1995 M DAF DB250 Auto, Northern Counties Palatine II, 77 double deck  
 1995 M EOS 90 49R, toilet, air conditioning  
 1995 M DAF SB3000 WS Van Hool Alizee 'H', 51R/Toilet  
 1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 51R/Toilet  
 1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 55R  
 1995 M DAF SB220 Auto Ikarus Citibus, 48 str  
 1995 M SB220 Auto, Northern Counties Paladin, 49 str bus  
 1994 L EOS 90 49R, toilet  
 1994 L DAF WS3000 Van Hool Alizee 'H', 51R/Toilet  
 1994 L DAF KS3000 Easishift Van Hool Alizee 'H', 51R/Toilet  
 1994 L DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
 1994 L DAF SB3000 Int Retarder, Van Hool Alizee 'DH', 51R/Toilet  
 1994 L DAF HS2700 Auto Van Hool Alizee 'H', 51R/Toilet  
 1994 L MB230LT Auto Van Hool Alizee 'H', 51R/Toilet  
 1993 K DAF KS3000 Auto Van Hool Alizee 'DH', 51R/Toilet  
 1993 K DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
 1993 K DAF SB3000 Van Hool Alizee 'H', 51R/Toilet  
 1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet  
 1993 K DAF SM230LT Van Hool Alizee 'H', 51R/Toilet  
 1992 J DAF SB2305 Duple 340, 57R  
 1992 J DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet  
 1992 J DAF MB230LB Van Hool Alizee 'H', 51R/Toilet  
 1992 J DAF MB230LT Van Hool Alizee 'H', 51R/Toilet  
 1991 H DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet  
 1990 G MB230LB Van Hool Alizee 'SH', 53R/Toilet  
 1990 G MB230LB Van Hool Alizee 'H', 51R/Toilet  
 1990 G DAF SB3000 Van Hool 'SH', 49/Toilet  
 1989 F DAF SB2305 Van Hool Alizee 'DH', 53R  
 1989 F DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet  
 1989 F DAF MB230LT Plaxton 3500, 51R/Toilet  
 1989 F DAF MB230LB Plaxton 3500, 53R  
 1989 F DAF MB230LB Plaxton 3500, 51R/Toilet  
 1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet  
 1988 E DAF SB2300 Duple 340SL, 53R  
 1988 E DAF MB230LT Plaxton 3500, 51R/Toilet  
 1988 E DAF MB230LB Plaxton 3500, 53R

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▼ Bus

# Blackpool: emphasis on access

## Package of changes to service

Mike Morgan

BLACKPOOL may have been pipped at the post in the race to have Britain's first commercial low-floor service but commercial director Mike Morton puts the emphasis on access rather than low-floor.

Conversion of Blackpool Transport's service 44 to easy access is tied to a package of changes. This required co-ordination with local access groups and the county council, which is funding £130,000 towards bus stop alterations.

To back up the route's new Optare buses operated out of Squires Gate depot by the company's Blue Bus subsidiary, everything about the 44 is different. Bright yellow livery, separate fleet numbers, duty numbers and dedicated team of drivers are among the

distinctive features.

Easy Access Handy Bus is the branding carried on the three (soon to be eight) 10.7-metre, 36-seat Optare Excels dedicated to the route. Drivers have been selected for the special roster and the service has its own inspector, Tom Moody, who took responsibility for an NVQ-based programme of driver training. Mr Morton said: "He's there to keep the pencil sharp."

Training included customer care, disability awareness and defensive driving and now Mr Moody ensures the buses run on time and the passengers are looked after.

At the end of the first two weeks service 44 had carried 64 wheelchair passengers. It's a route running from Cleveleys in the north, through the town centre to Marton/Mereside in the south. Running time is 55 minutes and the combined frequency on



**Bright yellow livery, separate fleet numbers and dedicated drivers**



**'Red carpets' laid at bus stops**

route variants 44A and 44B is four buses an hour.

every day, he now takes the bus.

Although evidence

of success is anecdotal pending a full analysis of passenger trends and the introduction of the full complement of Excels on to the service, a visit to Blackpool confirmed the vehicle's popularity.

At the moment the 44A uses the Excels, which are carrying more passengers than the Optare Deltas used on the complementary 44B. They are voting with their bus fares for the user-friendly bus.

But this swing in preference is closely related to Blackpool Transport's thorough preparation.

Mr Morton said it had been to CentreWest in London and Badgerline in Bath to learn from their experience. In a public relations exercise to ensure the enforcement authorities understood what it was out to achieve, the company



**Inspector Tom Moody**



**Gap between bus and pavement is critical**



**Educating other road users is a slow process**



## ...emphasis on access



Sixty four wheelchairs carried in first fortnight

took Blackpool police officers and traffic wardens on a coach trip to see Coastline's low-floor operation on Tyneside.

It's a move that is paying dividends. An essential part of the scheme is the work done to improve accessibility to the 144 bus stops along the route. Hail & Ride sections have been abandoned and red carpets (busman's slang) laid down and parking restrictions imposed.

Nevertheless, educating other road users is a slow process and it only needs one inconsiderate driver to prevent the low-floor bus gaining access to the kerb where, in some cases, it has been raised to 200 mm, maximising the effect of the Excel's kneeling — obligatory for the Blackpool

crews at all bus stops.

This platform slopes away to around 150 mm giving a perfect relationship with the lowered front entrance of the bus.

Because the relationship between bus and pavement is so critical, perfection is difficult to achieve.

Grounding was evidenced at the Abingdon Street stop and the angle of approach to new laybys on Whitegate Drive made it impossible to position the entrance parallel or close to the kerb.

Location of bus stops is a sensitive issue and the company had to rethink after receiving a handful of complaints.

Curiously there are some householders who do not wish to have accessible buses running past their door because they

are larger than the minibuses. A minor detour is the consequence as Blackpool Transport strives to maintain good relationships.

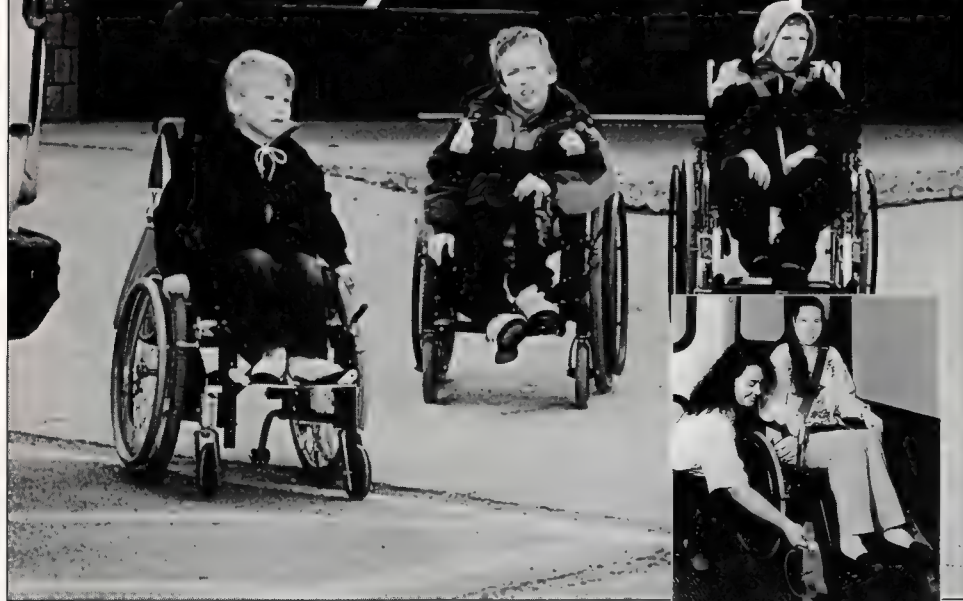
Nevertheless, there is justifiable pride in what the company has achieved. Mr Morton said: "I think we've got it about right. We're getting no negative comments on the buses and we think low-floor is the way bus travel will go."

"It's been a big learning curve and every operator who adopts low-floor should be doing it better."

"If anything has brought about the true spirit of co-operation in the bus industry, this is it. We had so much help from those other operators who already have experience."

CBW

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**John Mervyn Pugh: 'Important to start with vehicles in A1 condition'**

▼ **Licensing**

# Maintenance 'priority'

 **VEHICLE** maintenance is the most important aspect of PSV operator licensing, West Midland traffic commissioner John Mervyn Pugh emphasised when granting licences to five newcomers to the industry at a Birmingham public inquiry.

The commissioner said any vehicle they proposed to operate should have a fresh MOT certificate as it only spoke for that day and not the following day, and it was important they started with vehicles in A1 condition.

They must ensure that inspections were carried out on the day they were meant to be carried out. If they received prohibition notices, they were likely to lose their licences. He did not like taking away licences, or taking disciplinary action, but his duty was to the public. He had to be satisfied public service vehicles were safe and would be maintained in a safe and satisfactory condition.

● Neil Roden, trading as Roden's Travel, 12 Denbigh Drive, Hateley, Hill Top, West Bromwich, was granted an international licence for two vehicles.

Asked why he had chosen a six-week interval between inspections, Mr Roden said that, during his CPC course, it was said that was the longest inspection

period and he had chosen it as initially he would not be doing a great mileage. As the operation increased he would reduce the inspection period to four weeks.

Mr Roden said his vehicle was a 1977 AEC/Duple 57-seat single decker. Mr Pugh replied it was coming up to 20 years old and he thought Mr Roden should seriously consider reducing the inspection period to four weeks, as vehicles could deteriorate even if they were not used a lot.

● Norman Drew, trading as Starline Travel, of 16 Avon Close, Windmill Hill, Bromsgrove, Worcestershire, was granted a national licence for one single decker.

Mr Drew said he had previously been driving heavy goods and public service vehicles, the latter for Rover Coaches. He had also chosen six weeks between inspection on the recommendation of his maintenance contractor, as he would not have a lot of work to start with.

They had also said that, as the work started to build up, the period between inspections should be brought down to four weeks. The vehicle he had acquired was a 1979 Bedford.

Mr Pugh said the average period between inspections in the industry was around four weeks.

● Lajkonic Ltd, of 70 Wolverhampton Road, Stafford, was granted an international licence for two minibuses.

Director Wildysaw Malmac said the vehicles would be used to assist a Polish club in running a regular luxury minibus service to Poland.

● Mr Mark Barnes, trading as Valley View Cars, 1 Valley View, Nobut Road, Nobut, near Leigh, Stoke on Trent, was granted a restricted licence for one minibus.

Mr Barnes said he was currently employed by JCB Special Products. He had not realised he would have to upgrade the licence if he went into transport in a big way.

Mr Pugh pointed out that, if the minibus became Mr Barnes' main occupation, he could not have a restricted licence.

● David Jenkinson, trading as Abbey Travel, of 47 St Johns Square, Uttoxeter, Staffordshire, was granted a restricted licence for two minibuses.

Mr Jenkinson said his main occupation was taxi driver.

Mr Pugh said taxi operators were the people who worried him most.

They had to treat their taxis the same way as buses in relation to maintenance and not the other way round.

▼ **Maintenance**

# Puma Coaches four vehicles

**Fifteen prohibition notices issued**



**MAINTENANCE** problems have led to Puma Coaches being restricted to four vehicles for six months.

Anthony Morrin, who trades as Puma Coaches, of 16 Rashie Burn, North Barr, Erskine, Renfrewshire, and holds a six-vehicle O-licence, appeared before Scottish traffic commissioner Michael Betts at a Glasgow disciplinary inquiry.

DoT vehicle examiner Matt Kelly said that, during a spot check in November 1994, a vehicle was issued with an immediate prohibition endorsed as showing a significant maintenance failure.

The parking brake was badly worn and that must have been obvious to the driver. A warning letter was sent to Mr Morrin. However, at a further spot check in December 1994, a second vehicle received an immediate prohibition endorsed 'S'.

A further immediate prohibition endorsed 'S' was issued to a vehicle in November 1995 for an inefficient parking brake. The vehicle could still be pushed with the parking brake applied. Again, the fault must have been obvious to the driver.

In January a vehicle was given a prohibition for a defective tyre. The tyre had a bald patch 100 mm by 400 mm. In February an immediate prohibition marked 'S' was issued to a vehicle found to have an insufficiently secured spring on the first axle. The defect was considered to be of long standing.

Although maintenance investigations un-

by Michael Jewell

dertaken in April 1994 and July 1995 had proved satisfactory, a total of 15 prohibition notices had been issued to Mr Morrin's vehicles since the licence was granted in 1992.

For Mr Morrin, Douglas Mills said the original contractor engaged to undertake the maintenance had proved totally unsatisfactory. Mr Morrin now undertook his own maintenance, but that was not without its problems.

**Mr Morrin now undertook his own maintenance, but that was not without problems**

The first two prohibited vehicles had been disposed of. The vehicle given the prohibition in February had a new spring fitted. The mechanic concerned had admitted failing to sufficiently torque it up and had been dismissed.

A new transport





# es restricted to es for six months

ed since O-licence granted in 1992 inquiry is told

manager had been appointed and since February eight vehicles had passed their annual test at first presentation. Mr Morrin had been let down by odd drivers and he would in future personally check all the vehicles each day. Four of his six vehicles were used on his one registered service — his main activity.

The commissioner said he noted the maintenance arrangements had been changed no less than four times before a full-time mechanic was employed in July 1994. After he had left he had been replaced with "a good man with good intents" who, in turn, left after four months because the work had proved to be too much. A Mr Owens, who was now the foreman, was recruited in the middle of 1995. Mr Morrin had made "promises, promises, promises" but there was no steady maintenance system.

Mr Mills maintained that the maintenance system had been

more stable over the last 18 months than it seemed.

In reply to the commissioner, Mr Morrin said the transport manager came in once a month to inspect the safety inspection sheets. He also checked the drivers' running boards and that they were complying with the drivers' hours legislation.

Mr Betts suggested that, when Mr Morrin was away on Royal Naval Reserve training, nobody

**Mr Betts said it seemed the problem was deeper than just blaming drivers**

was in charge, but Mr Morrin said Mr Owens was in charge. He undertook to ensure that, when he was next absent, the transport manager would come in on a daily basis and would also double-check the work of Mr Owens.

Questioned fur-

ther, Mr Morrin said the vehicle prohibited last November had been inspected four days previously and Mr Owens had not highlighted any problems with the brakes. The vehicle prohibited for the defective tyre had been inspected six days previously. The inspection record noted the fault and stated the tyre had been replaced.

Mr Betts thought there was some doubt that work had been done. He said it appeared the problem was deeper than just blaming the drivers.

Cutting the licence to four vehicles for the next six months, Mr Betts said he was concerned the learning process was continuing three years after Mr Morrin had started in business. He saw no reason why new entrants to the industry ought not to be totally professional from the start.

He thought the maintenance arrangements had been extremely casual. It was a poor record of prohibitions for such a small fleet over such a short period. Promises had been made previously and had not been kept.

Though his decision would enable Mr Morrin to retain his present operation, it would prevent him taking on any extra work, said Mr Betts. During the six months the Vehicle Inspectorate would continue to check on Mr Morrin's vehicles and, if there was any adverse report, Mr Morrin could expect no sympathy.

## ▼ Maintenance

# Authorisation is cut to one mini



**TAXI** operator Patrick Johnson restricted O-licence authorisation was cut from two minibuses to one by North Eastern traffic commissioner Keith Waterworth at a Leeds disciplinary inquiry.

Mr Johnson, who trades as C.J.'s Private Hire, of 434 Huddersfield Road, Wyke, Bradford, was granted a licence last November.

DoT vehicle examiner David Howram said he had examined one minibus in March, issuing an immediate prohibition notice plus a defect notice. The propshaft joint was seriously worn and failure was imminent. There were no maintenance records of any kind.

Mr Johnson said he had not used the bus recently and he had applied for an O-licence as the local authority would not issue a private-hire licence to a vehicle over six years old. The vehicle did not have a Certificate of Initial Fitness. Mr Johnson said he thought it did not need one.

The vehicle was in an unfit condition and was a danger to public safety, said Mr Howram.

Mr Johnson said the vehicle had been off the road since 13 November and had not been used. He had a heart attack in November and had been in hospital for a fortnight. He then had two heart attacks in December and was told he could not work for three months. He had only got his driving licence back two weeks ago.

In reply to the commissioner, Mr Howram said he had been told Mr Johnson had a second vehicle but it was not available for inspection as it was off the road. There had been no paperwork at all. He had been unable to judge

the maintenance system as there was not one. He had gained the impression Mr Johnson had been using the minibus he inspected as a taxi in Halifax.

Mr Johnson said he had never had a second vehicle. He had told Mr Howram about a vehicle he had been thinking of buying. The vehicle he had was a 12 seater and it now had a Certificate of Initial Fitness. He would have it inspected before it was put on the road.

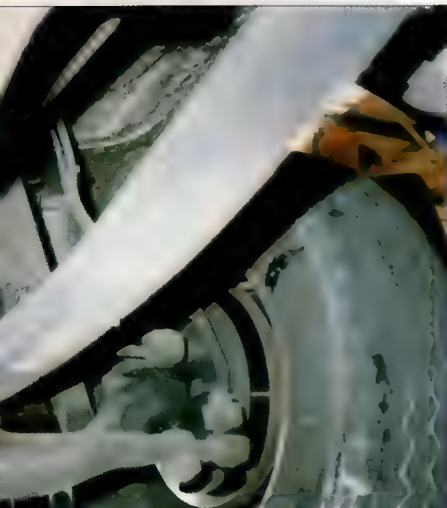
The commissioner said he required a copy of the inspection sheet the commercial garage undertaking the maintenance would be using to be produced within 14 days, otherwise the licence would be revoked. He needed to know the garage knew what it was doing.

Mr Johnson said he thought the problem was he had not really known how to do the job properly in the first place. He had taken cars to Bradford Council for 16 years and had never had a problem over their condition. He had told the vehicle examiner the vehicle was off the road and unroadworthy. He would check it over each day before driving it.

Though Mr Johnson's financial standing was borderline, to be quite frank, said Mr Waterworth, he did have an overdraft facility which enabled him to accept he met the financial requirements.

However, he was cutting the licence authorisation as he was not yet satisfied the preventative maintenance was 100 per cent. If Mr Johnson could demonstrate in the next year he could make the system he had agreed to operate work, it might be appropriate to consider a further vehicle at that stage.

**CBW**



**Left: Leaf springs, if incorrectly fitted or are worn, can result in the issue of prohibition notices**



▼ UK

## Packaging Caribbean group deal - in Essex

A TASTE of the Caribbean has come to Essex with the opening of the Ragamuffins lake-side bar and restaurant at the Gosfield Lake Resort, near Halstead.

The interior has been transformed into a Caribbean bar and restaurant and Ragamuffins can organise corporate days for groups from £39 per person. The package includes breakfast, lunch, coach transportation and unlimited use of the water sports facilities at the water ski club within the Gosfield complex.

Stephen Moore, Ragamuffins' proprietor, said: "Our head chef Patrick Quinn can offer a range of creative menus to suit all tastes and pockets. Our aim is to offer value for money and exceptional service in a unique and attractive lakeside setting."

More details from Mr Moore on 0171 538 4627 or Ragamuffins on 01787 479199.

▼ UK

# Win double for Diamond

## Two awards for Welsh operator

by William Golden

DIAMOND & Glantawe Holidays, Wales's largest independent coach tour operator, is celebrating after picking up two top awards.

The Swansea-based company has received the Travel Partner award from P&O European Ferries and the Disneyland Paris award for Best Group Organiser 1996 in the UK and Ireland.

Daryll Davies, md, said: "We are delighted to have been recognised within the industry and pre-

sented with the P&O award. The reliability and quality of service from P&O has enabled our tour programme to be expanded with confidence." Diamond



**Ferry good:** Daryll Davies (left), receives the award from Dave Ashcroft (centre), P&O group accounts manager, watched by Eiron Jones



**Mouse about that:** Peter Illtyd Welch presents the Disneyland Paris award to Eiron Jones

& Glantawe is one of Disneyland Paris's selected operators and has produced a dedicated brochure offering special packages. One of these is the *Kids Go Free* cam-

paign, which has been such a success that it is being extended through the year.

Peter Illtyd Welch, head of sales for Disneyland Paris, presented the award to Eiron Jones, Diamond and Glantawe Holidays' operations director, and said: "I am delighted to give this award in recognition of their support over the last four years. Each year they have developed the product and service they offer to their clients and the resulting success is testament to their professionalism."

▼ Europe

## Travel group offers first Disneyland coach packages

COACH packages have been included for the first time in the third edition of the Bridge Travel Group's Disneyland Paris brochure.

Prices start at £191 for departures from London Victoria and include Channel crossing by Hoverspeed, two nights accommodation and park entrance. Children will be charged £114.

Bridge Travel, which brought 50,000 visitors to the French theme park last year, is also offering family discounts for visitors using the new direct Eurostar service.

▼ UK

## Winter initiative

LEGER Holidays has followed on the success of its first Summer programme to Ireland by launching a dedicated Winter short-break brochure to the Republic.

The coach specialist is using the success of the BBC1 series *Ballykissangel* to promote coach and air short breaks in the Dublin area in November and

December. Leger's 12 coach departures will offer three-day breaks from £99.

Travel will be via Stena Line's HSS service from Holyhead to Dun Laoghaire.

Three-day air packages, which includes Ryanair services to Dublin from eight regional airports, will cost from £169.

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### WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	14C/57F	Madrid	29C/84F
Athens	27C/81F	Oslo	14F/57F
Berlin	13C/55F	Paris	21C/70F
Brussels	9C/48F	Rome	26C/79F
Dublin	16C/61F	Stockholm	13C/55F
Lisbon	23C/73F	Vienna	25C/77F
Luxembourg	12C/54F	Zurich	14C/57F

### DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.57	Luxembourg	0.43
Belgium	0.52	Netherlands	0.53
Eire	0.54	Norway	0.73
France	0.52	Portugal	0.46
Germany	0.51	Spain	0.46
Greece	0.43	Sweden	0.63
Italy	0.59	Switzerland	0.62

(Courtesy AA Roadwatch)

### HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	16.02 Sch/£	Italy	2,317 Lire/£
Belgium	46.79Bfr/£	Netherlands	2.55 Gld/£
Denmark	8.81 K/£	Norway	9.80 NKr/£
Eire	0.95 Punt/£	Portugal	235 Es/£
France	7.70 F/£	Spain	191.75 Pta/£
Germany	2.2750 DM/£	Sweden	10.06 SKr/£
Greece	363 D/£	Switzerland	1.8650 Sfr/£



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## You cannot be serious

**Q** In reply to a question on 20 April 1995 you said acceptance of a fixed penalty fine was a conviction. I find that hard to believe. You are not seriously suggesting that traffic commissioners have to be notified of every fixed penalty ticket issued for a coach parking violation?

MT, East Sussex

**a** No, I was not. The question I was answering related to a fixed penalty for speeding and I had said that accepting the fixed penalty notice (ie one for speeding) was a conviction. The effect of Section 58 (a) of the Road Traffic Offenders Act 1988 is to draw a distinction between fixed penalty offences where only the financial penalty is involved and those which also invoke licence endorsement.

This latter includes speeding, most construction and use offences and driving without licences or insurance — to name just the more prominent ones. While this Act at Section 52(1) makes it plain that, for non-endorsable offences, the payment of a fixed penalty avoids going to court and thus conviction, section 58 makes it clear that, where endorsement is involved, the person paying a fixed penalty shall be treated as if he had been convicted.

This matter was considered by the Transport Tribunal in an appeal by Macpherson & Colburn Ltd in 1992 (Ref D16). Here the appellant had, on a number of occasions, attracted fixed penalty notices for parking without lights. Applying the effect noted above of the Road Traffic Offenders Act 1988, the tribunal concluded the traffic commissioner had been wrong to regard these particular fixed penalty notices as convictions.

However, he could have come to the same conclusion about the appellant's suitability to hold an O-licence by treating the evidence of fixed penalty notices as other information regarding the operator's conduct appearing to relate to his fitness to hold a licence.

Consequently, while there is no obligation to notify the traffic commissioner of non-endorsable fixed penalty notices which have been paid on time, this does not prevent the traffic commissioner having regard to them if they are brought to his attention by, say, the police.

## Tacho clarification

**Q** I had a spot of bother on an Operation Tourist spot check because I did not have a tachograph disc in. The coach was unladen and I claimed to be using it for private purposes. The man from the ministry told me I should have a disc in when driving empty, but he's wrong, isn't he?

DF, East Sussex



## Questions & Answers

**a** Well, you obviously hope he is but I would not be quite so certain. I believe this fairly common, but incorrect, concept of private use of coaches has its origins in the haulage industry where drivers use the tractor units of articulated vehicles for private use without a tachograph disc.

Two reasons spring to mind why this is legal. Firstly, a tractor unit is not capable, itself, of the carriage of goods. Secondly, there is no equivalent in the HGV world to Section 1 of the Public Passenger Vehicles Act 1981, which declares that, once a vehicle has been used as a PSV, it remains a PSV at all times until such use is permanently discontinued.

Because of that a coach cannot be switched to private use to avoid PSV rules, including the recording of driver's hours. While there are circumstances specified in the EC Regulations 3820/85 when a tachograph (or duty roster) record does not have to be kept, the list most certainly does not include private use, or empty journeys as such.

Indeed, Article 1(1) requires a record to be made of "any journey made on roads open to the public of a vehicle, whether laden or not,

used for the carriage of passengers or goods" — an apparently clear statement which is undoubtedly engraved on the hearts of traffic examiners and the police. It is, however, patently obvious that this does not apply to the exceptions specifically listed in the EC Regulations (including the use of vehicles on regular journeys of less than 50 km — to which the domestic rules apply).

Although some of these specific exemptions, by their nature, will involve unladen journeys (eg for road testing, repair or maintenance purposes), it is the use described in the exemption, not the fact the vehicle is unladen, that removes the need for a record to be made.

It is only by inference it can be deduced that some other empty journeys are also exempt from the quoted obligation of Article 1(1). For example, the exemption for vehicles being used on regular journeys with a route length of less than 50 km would be pointless if the positioning journeys before and after were not themselves out of scope of Article 1(1).

Consequently, although the Regulations do not spell it out, it would appear that, as well as specified exemptions, vehicle movements associated with exempt activities are themselves exempt. If, therefore, you were stopped while on the way to do a school contract or a local service of less than 50 km long, you have a plausible excuse for not using a tachograph disc.

But, if the movement was not one of the specified exemptions, or a related positioning journey, it is hard to see how you could possibly justify not using a tachograph disc, for a positioning journey prior to, or after, an 'in-scope' passenger movement must itself be treated as being 'in-scope'.

## Is boss acting legally?

**Q** I am an operations manager. My employer has decreed that, if drivers are involved in an accident for which they were responsible, they will have the company insurance excess of £250 deducted from wages at a rate of £25 per week for 10 weeks.

Likewise, if any passengers or company property (eg a radio or video) is stolen from a coach during a driver's period of responsibility for it, any cost to the company or compensation paid is to be deducted from the driver's wages. I have never come across anything like this before. Is it legal?

DN, Derbyshire

**a** Under the Wages Act 1986 (as amended) employers have no right to make non-statutory deductions from an employees' wages unless there is explicit provision to do so in the contract of employment and the employee has given prior consent in writing to the deduction being made. The law apart, this seems to me to be an outrageous idea.

CBW

**Questions on coach and bus operation should be sent to:**  
**Marksman, c/o Coach and Bus Week, Wentworth House, Wentworth Street, Peterborough PE1 1DS or fax 01733 467154**  
**Marksman will answer more questions on 13 July 1996**





# CARLTON

S E C O N D T O N O N E

## SJ SUPERDEAL



**Scania Elite K113 Plaxton Paramount 3500, 1992**, 7 speed manual GR801 comfort shift gearbox, ABS, road speed governor, variable top speed limiter, exhaust brake, kneel facility, ferry lift, autolube, electric retarder, Webasto heating, inswinging entrance door. Central continental door, centre toilet, half rear emergency door, 3 roof vents, forced air ventilation, aircraft lockers, crew compartment, grey moquette, 49 reclining seats, centre gangway carpet, double glazed, side curtains, rear curtains, side blinds, aluminium wheels, Blaupunkt radio/PA system, repainted white 2 pack. MoT 13.09.96

## SJ SUPERDEAL

**Volvo B10M Mk II Van Hool Alizee, 1989**, 273 BHP, ZF 6 speed S690 manual gearbox, Telma retarder, exhaust brake, autolube, road speed governor, variable top speed limiter, ferry lift, plug entrance door, half rear emergency exit, double glazed side windows with blinds, rear screen curtains, Ishringhausen drivers seat, courier seat, 53 reclining seats, Radiomobile radio/PA system, 3 roof air vents, forced air ventilation. Choice of 3, retrimmed and repainted white. Variable MoTs.

## SJ SUPERDEAL

**DAF Van Hool LD SB2300, 1990**, ZF 6 speed Splitter gearbox, 49 reclining seats, centre continental door, toilet, servery unit, double glazed, curtains, TV/video, radio/PA/cassette, interior brown/orange, exterior white/green. New MoT.

## SJ SUPERDEAL

**Leyland Tiger Plaxton Paramount 3500, 1987**, 6 speed ZF gearbox, 51 reclining seats plus courier, grey/red moquette, maroon curtains, double glazed, o/s rear continental door, o/s toilet, TV/video, radio/PA, drinks, fridge. MoT 22.02.97

## SJ SUPERDEAL

**Leyland Tiger Van Hool (H) Alizee, 1985**, ZF 6 speed gearbox, 48 reclining seats and courier, TV/video, red/orange moquette, n/s floor mounted toilet, rear floor servery, fridge, (no continental door). MoT 01.03.97.

## SJ SUPERDEAL

**Leyland Royal Tiger Van Hool Alizee, 1986**, 49 reclining seats plus courier, grey/red stripe moquette, double glazed windows, Telma, orange curtains, TV/video, o/s centre continental door, o/s centre sunken toilet, provision for bunk, (new engine 3 months ago). MoT 05.03.97.

## SJ SUPERDEAL

**Leyland Leopard 3500, 1982**, 49 reclining seats, power door, brown stripe moquette, maroon curtains. MoT 09.12.96

## SJ SUPERDEAL



**Volvo B10M MB230 Van Hool Alizee, 1990**, ZF 6 speed S690 manual gearbox, Telma retarder, exhaust brake, ferry lift, road speed governor, variable top speed limiter, plug front entrance door, centre toilet, crew compartment, 49 reclining seats, forced air ventilation, Ishringhausen drivers seat, courier seat, 49 reclining seats, brown moquette, double glazed, side blinds, rear curtains, Radiomobile radio/PA system. MoT 01.10.96.

## SJ SUPERDEAL



**DAF SB3000 Van Hool Alizee, 1989**, 49 seats, Webasto, drivers bunk, double glazed, foot rests, seat back nets, water boiler, fridge, curtains, carpets, wired for TV and video, sunken centre toilet, continental door, repainted white 2 pack. MoT 09.12.96.

## SJ SUPERDEAL



**Scania K113 Plaxton Paramount 4000, 1985**, 72 reclining seats, courier seat, toilet, drinks, repainted white 2 pack. MoT 28.01.97

## SJ SUPERDEAL



**Setra Tornado 215 HD, 1982**, MAN engine, ZF 7 speed gearbox, Voith retarder, 49 reclining seats & courier seat, centre sunken toilet with continental door, Webasto heating, Suttrak air conditioning, servery unit with water boiler, front mounted fridge, radio/PA/cassette system, 2 TV monitors and video, drivers bunk, drivers door with wardrobe and central locking, retrimmed and repainted white. MoT 06.12.96

## SJ SUPERDEAL

**Setra S215H, 1982**, Mercedes V8, ZF 6 speed gearbox, 53 reclining seats plus crew, Voith retarder, rear continental door, Webasto, radio/PA/cassette, wired for TV and video, livery white, maroon and black interior blue seats, pink stripe, red curtains. MoT 30.04.97.

## SJ SUPERDEAL

**Volvo B10M Van Hool Alizee, 1988**, ZF 6 speed gearbox, 52 reclining seats, Telma retarder, air conditioning, blinds, double glazed, centre continental door, Webasto, centre toilet, radio/PA system, drinks, fridge, livery silver, grey/red. MoT 20.03.97.

## SJ SUPERDEAL



**Renault S56 Perkins, 1987 & 1989**, automatic gearbox, Alexander body, 25 seats and 8 standees. Long MoTs.

## SJ SUPERDEAL



**Leyland Tiger L10, 1989**, Alexander service bus bodies, Cummins L10 ZF automatic, 55 seats & 24 standees, painted white. MoT 30.08.96

## SJ UPDATE

### New Neoplan Deals from immediate stock or new build

- Neoplan Skyliner**  
V8 Twin Turbo Mercedes 381 bhp, 77 seats and crew – air conditioning.
- Neoplan Cityliner**  
V8 Twin Turbo Mercedes 381 bhp, 49/50 seats and crew – air conditioning
- Neoplan Jetliner**  
Mercedes V6 290 bhp, 35 seats and crew – air conditioning.
- Neoplan Transliner**  
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## SJ SUPERDEAL

**Volvo B10M Jonckheere, 1989**, 49 reclining seats plus courier, TV/video. MoT 22.02.97

## SJ SUPERDEAL

**Leyland Tiger L10, 1989**, 49 reclining seats, o/s/s/sunken toilet, o/s/s/r/c, double glazed, courier seat, blue stripe moquette, exterior 2 tone grey. MoT 22.03.97



# Success breeds success

**Coach and Bus Live has a pedigree second to none, says event director Keith Dalton**

“THE Fleet Show has taught us many things which will be useful to Coach and Bus Live. Indeed, in many ways Coach and Bus Live is a new-born relative of the Fleet Show, now in its sixth successful year at Silverstone.

At the beginning of its 13 year history, the Fleet Show was staged at Wembley and then Olympia. But the move to Silverstone was the birth of a new style of event, which has proved to be an outstanding success for the automotive industry.

For a start, Silverstone gave exhibitors another dimension to a normal exhibition. The show literally became live. Exhibitors could demonstrate as well as display their products on static stands. Visitors could compare product back to back. The mixture was irresistible and the number and quality of visitors improved immediately.

Of course, staging shows with demonstration facilities is not new. But, until six years ago, such shows were usually run like garden fetes, under small, tent type structures. The Fleet Show changed all that.

We used the highly acclaimed De Boer semi-permanent structures to cover the 27,000 sq metres of exhibitor space. Being inside one of these halls is comparable to other permanent major UK venues - only better. They are generally more light and airy.

We introduced pre-registration and proper light pen data collection for all visitors. So exhibitors know who visited their stand and we know exactly who came to the show. This has helped enormously in the marketing of the event, which is still growing year on year.

Because the show is inside and out, the sheer volume of product on display is unmatched anywhere in Europe. This year, the

Fleet Show had over 500 cars outside alone for carefully policed test driving.

Coach and Bus Live will offer visitors the largest display ever of new and used coaches and buses for equally strictly controlled driving demonstrations. Coaches can be tested around the world famous Grand Prix circuit and buses can be tested over a simulated urban route.

The logistics of such an event are mind boggling. But, after six years, we have ironed out any problems. That sort of experience is unique and invaluable. And Coach and Bus Live will be the beneficiary.

There is no doubt that Silverstone in March 1997 will be the place to be if coaches and buses are your business. Come along. You won't be disappointed.”



● *Keith Dalton is a director of EMAP Automotive. He heads up a department of 11 highly experienced people responsible for all the company's events. As well as the Fleet Show and Coach and Bus Live, these include the highly successful CBW Coach Industry Awards and ECA-TRA, the conference of the European Car and Truck Rental Association, held this year in Rome.*

Coach and Bus Week ending 29 June 1996



**Silverstone race circuit: a venue where virtually**

COACH and Bus Live is a completely different show. It is different for visitors and it is different for exhibitors.

The ride and drive concept immediately sets it apart. Being able to compare different makes and models of new and used vehicles in completely safe conditions will be a unique attraction for operators.

But Coach and Bus Live is different in other ways too. With a venue like Silverstone, virtually anything is possible. Following telephone research, live product demonstrations are also

**by Mark Barton**

planned. How about actually being able to use a bus wash before you buy? Or how about seeing first hand how tyres are re-cut?

Research also revealed that operators want information from an industry show. In response, a series of seminars is being planned to run throughout the three days of the show.

Unlike at any other show, visitors to Coach and Bus Live will be strictly controlled. Not everyone who turns up will gain automatic



# w like no other



Anything is possible and ride and drive concept sets it apart (inset)



entrance. Visitors will be asked to pre-register and only bona fide coach or bus operators will be allowed in free. The information collated from this process will then be available to exhibitors for fol-

low up marketing.

But what sets Coach and Bus Live most apart from other shows is the unique way in which it is being sold.

We recognise shows are a major expenditure

for manufacturers, dealers and suppliers. Normally, buying the floor space is only part of the cost equation. On top of that must be added design costs and build costs. Furnishing the stand, supplying a phone

mean more bills. Inevitably, because of competitive pressure, it all adds up to more than the exhibitor wants or needs to pay.

The British Motor Show, where first truck makers and then PSV makers pulled out because of spiralling costs, is a classic example of the effects such build wars can have.

There will be no build wars at Coach and Bus Live. Instead of expensive design and build, manufacturers and dealers will be offered a set up package

that includes shell scheme, phone, electric light, power point and carpet. It couldn't be simpler - or more cost effective.

Goodbye design costs. Goodbye build costs. Hello common sense. Hello value for money. And hello to a show that really works.



## FACT FILE

**Event:** Coach and Bus Live  
**Where:** Silverstone  
**When:** 20, 21, 22 March 1997  
**Visitors:** Coach operators  
Bus operators  
Mini/midi bus operators  
Mini/midi coach operators

**Exhibitors:** Local authority planners  
Welfare transport groups  
Manufacturers  
Dealers  
Bodybuilders  
Converters  
Suppliers

**Contacts:** Christina Melenchon on 01733 467028 or Toni King on 01733 467035







## Get plastered and hop on a bus

A MYSTERY woman passenger got on a Tyneside bus 'plastered' and alighted apparently 'legless'. And what's

more, she left the evidence — a leg plaster cast — underneath the seat.



A legless woman left Coastline speechless

Coastline inspector, Keith Laidler, said: "We've found some unusual things on our buses but this one left us speechless. The bus driver remembered someone with a leg plaster getting on at the hospital but as for what happened after that, we have no ideas."

## Walkies on the motorway

TIRED and travel-weary pets are pampered pooches at the new Granada Stafford motorway service area on the M6 (northbound) between junctions 15 and 16.

The first ever pet walking and watering area at a motorway service area, designed with assistance from the RSPCA, has been given the thumbs-up as the poshest play area for pampered pets on any motorway in Britain.



Even furry-faced passengers get good service at WMT

## Abandoned mother gives birth

WEST Midlands Travel has become hamster heaven.

Last December the infamous Sweep made national headlines when charged child fare by a bus driver. Now another hamster, one of a pair found abandoned on the top deck of a WMT bus, has given birth to eight babies.

Neil Scott, general man-

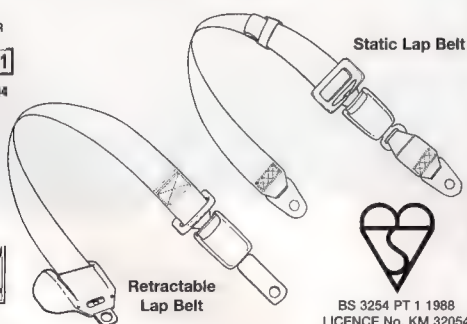
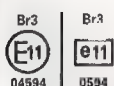
ager of Acocks Green Garage, where the bus operates from, said: "One of our staff adopted the hamsters when they were brought back to the garage by the bus driver. It now seems clear why the pets were abandoned. Ever since the saga with Sweep, hamsters have figured heavily at WMT."

All the hamsters have been found good homes.

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Cheney Coaches

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West Kingsdown Coaches

*"Within 35 minutes of the call to IRS a fitter was on site - 13 miles outside Paris! - and the coach was mobile again within an hour. What more can I say?"*  
Grayline Coaches

*"I am a born sceptic, but having used the IRS system twice now, on each occasion it has lived up to its promises. We are very pleased with the service."*  
Compass Royston

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## LETTER OF THE WEEK



# Outside lane ban — what's the problem?

From Alan Jones

While regarding *CBW* as an up-to-date, interesting and informative magazine, I am recently finding myself completely puzzled by some of the articles and letters.

Page after page seems devoted to the outside land ban, and/or the relevant top speed motorway limit, but are they really such a problem? After deducting the number of stage carriage vehicles which will be unlikely to ever see a motorway and the number of short distance hires which operators undertake, there isn't quite as much of a problem as I feel you imply.

Additionally, if an hour or so is added to a longer haul journey at the beginning or end of a holiday tour, how many passengers or operators will cancel respectively their patronage or their service, as they arrive at their destination at, say 3.50 pm instead of 2.30 pm as may have previously been the case.

There may be some argument in the case of high-frequency services, perhaps such as Liverpool-Manchester where layover time is minimal, causing the requirement of additional vehicles, otherwise I'm confused.

Incidentally, are all lorry drivers quite

so bad? I wonder what the views of Bassetts (who very successfully combine a high-profile coach fleet together with a haulage operation) would be on this subject, or anyone else who runs both types of operation? I feel certain there are many drivers who hold both PCV and LGV entitlement ... what are their thoughts?

Moving on, regarding the letter of the week (*CBW*, 1 June) from Mr Knight, I assume for whatever reasons he has decided he dislikes French operators, but is his letter an objective way of expressing his views?

In the same issue, page 28, John Johnson is understandably proud of his new Bova, but has problems finding drivers. The majority of longer firms no longer operate their own training schools and there is not an abundance of private schools. So who, if anyone, among trade societies or organisations has plans to resolve this situation?

Wheelnuts frequently appear in your columns, and the article about the owner driver, Mr Phillips, who went to the most extreme lengths for safety I found most interesting.

Was it not possible to name his supplier, and offer them space to respond to his

our corporate finance division has representation countrywide. We are employing the same number of account executives as we did five years ago and they maintain the same level of contact with customers as they always have done.

We have always taken great pride in the high calibre of staff we employ, and that has not, and will not, change. If someone wants to make a career out of finance it should not be seen as being negative or in any way counter productive to customers' needs or a finance company's objectives. We will continue to employ high-calibre staff, that's what we, and our customers, demand. As far as LBF is concerned, our basic criteria for the underwriting of coach and bus business have remained unaltered for the last two decades. Sure, there is better, more up-to-date, information available to finance houses but, if the deal stacks up, we are as keen as ever to do business. Our increasing market share would support these facts.

Our centre managers have substantial underwriting authority vested with them, they exercise that authority on a local basis and will take into account a whole range of factors in underwriting any sort of transaction. It is fair to say we have always seen coaches and buses representing good security.

It would be inaccurate to suggest we have become simply balance sheet lenders but inevitably the financial standing of a customer

Write to: The Editor  
*Coach and Bus Week*  
EMAP Automotive Publishing  
Wentworth House  
Wentworth Street  
Peterborough PE1 1DS  
or fax 01733 467154



Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie first name and surname), address and telephone number



Letter of the week wins a Corgi Classics model bus

allegations? Surely someone who has gone to such measures as Mr Phillips did, deserves back-up, from your magazine and the industry. Who knows, it could be their vehicle in a similar situation next time.

If space permits would it be possible to run articles on unusual, rare, or even one-off vehicles? And on smaller operators, or minibuses-only operators, who seem to seldom ever feature in your columns?

Alan Jones  
Dunham Hill  
Cheshire

## Totally committed

From Jeffrey Johnson

We read with interest your article *Can you still raise the cash* (*CBW*, 25 May) and your views raise a number of important issues for us, the most significant funder of coaches and buses in the UK, where we account for some 30 per cent of all coaches and buses on finance.

We regularly research our customer base and it consistently reveals that what customers really want is fast, efficient, competitive and flexible funding. We know, for example, that our customers are not particularly concerned where the business centres are located, but what they do want is to deal with an individual who is local and can respond quickly.

Modern communication systems facilitate this need and currently Lombard has staff strategically located who are always available to discuss funding requirements wherever and whenever a customer needs us. In terms of physical representation we are as local today as we ever have been. Our recent customer opinion survey tells us that the vast majority of our customers are very happy indeed with the service they receive from LBF. Lombard Business Finance has 27 specialist business centres located around the country (one less than five years ago) and

has to be taken into account and this is no more than good basic business practice. As I have said, it is only part of the decision-making process, to that extent there has been no change, not even in the last 20 years or more.

At Lombard we have always had a very significant commitment to the coach and bus industry. For example, we formed a relationship some 11 years ago with Kirkby, now part of the Henly's Group. Roadlease contracts have become major players in the coach-funding business, with their obvious connections with Kirkby Coach & Bus, Plaxton and Northern Counties. Only last year we appointed Frank Turner as contracts manager for Roadlease and, together with Glynn McKenzie of Kirkby, we will be developing new ideas, new funding options and deciding how best we can devise an even wider range of added value finance facilities that the coach and bus market now demands.

We feel the pedigree of this relationship underscores our commitment to the coach and bus market and I trust you can see why we justifiably maintain that we have, and always will have, a powerful commitment to the PSV industry.

Jeffrey Johnson  
Managing director  
Lombard Business Finance  
Redhill  
Surrey





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## Ferodo the first name in brakes

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The latest addition to the range is F2020PCV, a new, asbestos-free drum brake material, specifically developed by Ferodo for a wide range of PCV applications, such as inner-city stage carriage to long distance operation. With outstanding 'in-service' comfort factors and a medium friction characteristic to ensure consistent, stable braking, F2020PCV provides the operator with increased lining life, noise resistance, excellent brake performance.

Each brake lining is easily identifiable by the introduction of a specially colour coded edge marking. This yellow edge provides the user with the part number reference, material type and manufacturing batch number. In addition a dedicated statement 'For Bus and Coach Use Only' is featured to confirm the correct application.

Due to its indelible nature, this edge marking remains permanently stencilled on the brake lining throughout, and beyond, its service life providing manufacturing traceability and assistance with the identification of linings at time of replacement.

However, Ferodo also offer PCV users a range of other materials for different circumstances. F2021 has been designed for use on S-cam and sliding shoe brake assemblies, (i.e. Eaton, Lucas, Leyland Foundation Brakes). Typical PCV vehicle applications for this friction material type include Mercedes, Van Hool, Leyland DAF, Bedford, Renault, Volvo and Iveco Ford. F2021 has medium to high friction characteristics and was developed to have a more balanced range of properties when considering such features as fade resistance, speed and pressure consciousness, kindness to ferrous mating surfaces, enhanced bedding-in properties and wear resistance.

Other PCV materials include F2022 designed for use on a wide range of vehicle applications, including Dodge, Dennis Specialist Vehicles, Bedford, Ford, Leyland DAF, Renault, MCW and Iveco. F2022 is also an approved friction material formulation for use on rear axle, duo servo brake mechanisms.

F2023 has been specially designed for PCV chassis arrangements fitted with Eaton Axles/Brakes and F2024 for use on Volvo applications fitted with Simplex Air Wedge Auto Adjust drum brakes.

Finally, F2025 is for use on Kassbohrer Setra PCV applications employing the Perrot type brake and F2026 covers DAF coach applications employing the S-cam brake.

As well as all this Ferodo offers a comprehensive range of Original Equipment specification Disc Pads and Rotors to meet the requirements of PCV operators. By fitting only Ferodo pads with Ferodo rotors, optimum life will be achieved, at the same time guaranteeing the lowest possible noise and judder.



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## Voith helps you to stay on the road

Keeping vehicle downtime to a minimum is a major concern for all bus operators. Reliable equipment and dependable service are therefore vital for commercial success.

Voith, whose name automatically springs to mind whenever the issue of bus transmissions arises, has ensured from an early stage of its operations in the UK that its sales of new DIWA units are complemented by an excellent after-sales scheme.

With its spacious workshop which forms part of its impressive premises in Croydon, Surrey, Voith Engineering Ltd, is able to offer service facilities which address the specific needs of the UK bus operators. Tailor-made service packages ensure that the over 12,000 DIWA units sold in Britain always run trouble-free.

### Voith Service Exchange Scheme

The Voith Service Exchange Scheme covers the replacement or full overhaul of DIWA transmissions – replacements which can even outperform the originals. The reason why Voith service exchange transmissions can be better than the original unit lies in the fact that Voith ensures that the overhaul is carried out including any technical enhancements that had not been developed when the unit was new.

At Voith Engineering, every fitter is factory trained at the company's head - quarters at Heidenheim, Germany. To ensure total commitment to quality, one fitter is made responsible for each job from start to finish.



annoying. Voith has therefore ensured that its Croydon workshop is always in a position to supply those much needed spare parts for Voith transmissions or Retarders.

Four standard type service kits have been put together by the company on the basis of its long expertise, ranging from packages for a standard oil change to full-size repair and overhaul equipment. These kits are available on a general call-off basis.

### Retarder service and retrofits

Voith Engineering offers expert service for the company's entire range of hydrodynamic retarders. The Croydon workshop is also fully equipped to carry out retrofits in both coaches and trucks.

### Vogel central lubrication

In order to enhance its service programme, Voith Engineering has taken on the UK agency for Vogel central chassis lubrication. Chassis lubrication is an important contribution to fleet availability and Voith is pleased to offer this additional benefit to vehicle operators in the UK.

### Voith Hydrostatics

Voith Engineering also offers full service facilities for hydraulic equipment.

### Commitment to Quality

Voith Engineering Ltd. follows the company's worldwide commitment to quality management. In addition to adhering to the strict quality principles of its head organisation, Voith Engineering has also made its own quality statement by receiving BS 5750/ISO 9002 accreditation in 1992.

For further information please contact

**Voith Engineering Ltd.,**  
6 Beddington Farm Road,  
Croydon, Surrey, CR0 4XB  
Tel. 0181 667 0333, Fax. 0181 667 0403

The Voith service exchange package always includes the load transmitter, heat exchanger, no. 1 cable and electronic control. Moreover, the customer can rest assured that only genuine Voith spare parts are used where parts exchange is required.

After completion of the rebuild, each unit is thoroughly bench tested with its matching control panel and all pressures are set. Only then is the unit signed off by the fitter and resprayed with a Hammerite finish. Each unit comes with a two years/200,000 km guaranteed warranty.

The Voith service exchange programme includes 24-hour delivery anywhere in the UK and Eire and qualified service and after sales staff are contactable 24 hours a day.

### Customer Training

Voith Engineering offers tailor-made training seminars to its customers. Such training sessions include installation tests plus maintenance, mechanical and electronic adjustment instructions for customers' engineering personnel, as well as operating instructions to drivers. These courses are offered at both basic and advanced levels and all participants receive detailed technical documentation.

### Voith Spare Parts Stock

Operators know that standstills due to lack of parts are particularly annoying. Voith has therefore ensured that its Croydon workshop is always in a position to supply those much needed spare parts for Voith





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- 1990 IVECO 315**, 30 seat luxury coaches, fitted Lorraine body in excellent condition.
- 1990 DAF SB3000 Caetano Algarve II**, 51 reclining seats and courier seat, wired for video, rear nearside saloon toilet, very long MoT, immaculate condition, available immediately.
- 1990 BOVA FUTURA FHD 12.290**, 51 reclining seats, courier seat, centre toilet, continental door.
- 1989 DAF SB3000 Van Hool Alizee**, 49 reclining seats, courier seat, centre sunken toilet, offside continental door, video and monitor, excellent condition.
- 1989 CHARISMA**, 49 reclining seats, toilet, centre continental door, two video monitors, MoT 2/3/96.
- 1987 LEYLAND ROYAL TIGER, Van Hool Alizee**, 51 reclining seats and courier seat, video and two monitors, rear saloon toilet, exterior white, MoT 9/11/96.
- 1987 OPTARE CITY PACER AUTOMATIC**, Volkswagen diesel, bus spec, 25 seater.
- 1986 VOLVO B10M, Caetano Algarve**, 51 seater, centre sunken toilet, continental door, hot water boiler, TV/video, curtains to windows.
- 1985 DAF MB200, Plaxton Paramount**, 49 reclining seats, drinks machine, wired for video, toilet at rear offside, new MoT, very clean.
- 1985 MAN SR280**, 53 reclining seats, courier seat, one owner from new, new MoT.
- 1984 BOVA FUTURA**, 53 reclining seats, rear toilet, centre continental door, excellent condition, long MoT.
- 1982 VOLVO B58, Duple Dominant**, 49 reclining seats, toilet, semi automatic, double glazed, power door.
- 1982 VOLVO PLAXTON VIEWMASTER**, 53 seater, power door, radio/PA.
- 1982 VOLVO B10M PADANE**, 49 reclining seats, courier seat, centre sunken toilet, continental door, very long MoT.

**IVECO BUS**

(63695/SS)

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Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing,  
Tinted Windows, Blinds, Crew Seat and No Rear Window.  
Ref: 6871.

**1994 M Volvo B10M Premiere 350, 49/53 Seats,**  
Exterior White, Interior Grey Multi Coloured Moquette, Radio,  
PA, Cassette, Wiring for TV/Video, Wheel Discs, Driver  
Operated Door, ABS, Exhaust Brake, Side Locker, Tinted  
Windows, Curtains, Toilet, Double Glazing, Continental Door  
and Crew Seat. Ref: 6931.

**1994 L Volvo B10M Jon**  
Exterior White, Interior  
Wheel Discs, Driver Operated  
Door, ABS, Exhaust Brake, Side Locker, Sunken Toilet, Double  
Glazing, Continental Door, Crew Seat.  
Ref: 6624.

**1993 L Volvo B10M Premiere**  
Exterior White, Blue and  
Orange Moquette, Radio,  
Driver Operated Door, ABS,  
Exhaust Brake, Side Locker, Tinted Windows,  
Curtains, Toilet, Double Glazing, Continental Door  
and Crew Seat. Ref: 6922.

### 1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M

49/53 recliners, grey/red moquette,  
centre sunken demountable toilet,  
continental door, double glazed  
tinted side windows, curtains,  
courier seat, water boiler, wired  
TV/video, power entrance door,  
finished white/rose/gold.  
M.O.T. FEBRUARY 1997

### 1993 BOVA FUTURA FHD 12.290 INTEGRAL 12M

51/55 seats, grey/red moquette,  
centre sunken demountable toilet,  
continental door, double glazed tinted  
side windows, curtains, courier seat,  
water boiler, wired TV/video,  
power entrance door,  
finished all white.  
M.O.T. FEBRUARY 1997

### 1993 VOLVO B10M PLAXTON PREMIERE 350 12M

53 recliners, red/black stripe moquette,  
rear continental door, double glazed  
tinted side windows, courier seat,  
power entrance door,  
finished white/orange.  
M.O.T. SEPTEMBER 1996

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**1992 J Volvo B10M Excalibur, 49/53 Reclining Seats,**  
Exterior White, Interior Grey Moquette, Radio, PA, Cassette, TV, Front Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door, Crew Seat, Crew Compartment and Wiring for Video. Ref: 6735.

**1992 J Volvo B10M Premiere 320, 53 Reclining Seats,**  
Exterior Cream and Red, Interior Duo Brown Moquette, Radio, PA, Cassette, Wheel Discs, Driver Operated Door, ABS, Telma Retarder, Side Locker, Double Glazing, Tinted Windows, Curtains, Crew Seat and 3 Piece Screen. CHOICE OF TWO (2) SIMILAR VEHICLES. Ref: 6843.

**ere 45, 49/53 Reclining Seats,**  
Moquette, Radio, PA, Stereo, Door, ABS, Exhaust Brake, Side Glazing, Tinted Windows, Blinds, Soft Trim, Air Suspension.

**ere 320, 53 Reclining Seats,**  
Interior Grey, Blue and A, Cassette, Front Wheel Discs, Exhaust Brake, Side Locker, Double Curtains and No Rack Doors.

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(63694/SS)

**1993 DENNIS JAVELIN CAETANO  
ALGARVE II 12M**  
53 recliners, brown/beige moquette, double glazed tinted side windows, curtains, courier seat, power entrance door, finished duo blue.  
**M.O.T JANUARY 1997**

**1991 (August) BOVA FUTURA  
FHD 12.290 INTEGRAL 12M**  
53 seats, beige/orange moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, driver's sleeping berth, water boiler, red TV/video, power entrance door, finished all white.  
**M.O.T. MARCH 1997**

**1990 VOLVO B10MT (Tandem)  
VAN HOOL ALIZEE-SH 12M**  
53 recliners, brown/orange moquette, rear sunken toilet, continental door, double glazed tinted side windows with blinds, courier seat, water boiler, fridge, driver's sleeping berth, wired TV/video, power entrance door, finished white/primrose/orange.  
**M.O.T. MARCH 1997**

**1990 DAF SB3000 VAN HOOL  
ALIZEE-DH 12M**  
51/53 recliners, recently retrimmed in brown graffiti moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, provision for driver's berth, water boiler, wired TV/video. low driving position, power entrance door, finished cream/duo brown.  
**M.O.T. NOVEMBER 1996**

**1988 NEOPLAN SKYLINER  
(MERCEDES V10) double-deck**  
75 recliners, (57 upper saloon + 18 lower saloon) red/orange moquette, courier seat, water boiler, fridge, 2 tables, o/s rear toilet, wired TV/video. power entrance doors, finished metallic silver/grey.  
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**'88 SCANIA K112 PLAXTON 3500,** 49r+c, toilet, video/monitor, drinks machine.

**'90 SCANIA K113 VAN HOOL ALIZEE SH,** 49r+c, video/monitor, toilet, drinks machine.

**'92 SCANIA K93 DUPL 320,** 55 seats, toilet, drinks machine.

**'92 SCANIA K113 PLAXTON 3500,** 51r+c, toilet, video/monitor, aircraft locker doors.

**'92 VOLVO B10M  
JONCKHEERE DEAUVILLE,**  
49r+c, video/monitor, drinks machine, fridge, toilet, Webasto, radio/PA/cassette.



**'88 VOLVO B10M PLAXTON 3500,** 49r+c, toilet, video/monitor.

**'90 VOLVO B10M JONCKHEERE DEAUVILLE,** 48r+c, toilet, video/monitor, fridge, drinks machine.

**'91 VOLVO B10M PLAXTON 3500,** 51r+c, toilet, radio/PA/cassette.

**'91 VOLVO B10M PLAXTON 3500,** 53r+c, radio/PA/cassette.



**'88 MAN VAN HOOL T815,**  
49r+c, toilet, video/monitor, drinks machine, fridge, radio/PA/cassette.

**'86 LEYLAND ROYAL TIGER PLAXTON 3500,** 48r+c, toilet, video/monitor, drinks machine.

**'87 DAF SB2300 CAETANO ALGARVE,** 49r+c, toilet, drinks machine, repanelled, painted, retrimmed.

**'88 DENNIS JAVELIN PLAXTON 3200,** 49r+c, toilet, radio/PA/cassette.

**'88 DAF BOVA FUTURA,** 49r+c, toilet, radio/PA/cassette.

**'89 DAF DHTD DUPL 320,** 53 seats + c, toilet, radio/PA/cassette.

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# Focus on market is the key

## How Autoglass, last years Coach Industry Awards Customer Service winner, is facing up to growth year on year

**L**AST year Autoglass opened centres of coach and bus glazing excellence, creating the UK's first totally dedicated PCV replacement glass service which it says is bigger than all its competitors put together.

Extra staff have been recruited north of the border for the refurbished Grampian centre in Aberdeen and for the relocated main base of Scottish operations in Glasgow which will be that country's first centre dedicated to glazing for coach and bus next month.

The main Midlands base has also been refurbished, accommodating an undercover working area for four PCVs and in the South Midlands & Northern Home Counties yet another fitting team has been engaged to improve service. Further expansion is planned for other regions before the year end.

John Wilson, Autoglass Coach & Bus Services operations manager was not giving away the secrets of this success. However, he firmly believes that the focus that Autoglass is placing on this specialist market sector is the main key linked with a competitive price structure, quality assurance and top flight warranties leading to a value for money service that meets customer's needs head on.

Increasingly over the past year Autoglass has formed a working partnership with many of its valued clients with the specific aim of taking all the responsibility for their glazing needs. Mr Wilson says this is the company's customer service thrust for the future.

Aided by new and improved equipment and repair resins, Autoglass can now effectively repair laminated wind-screens in the drivers' vision zones. Wind-screen repair provides one of the most effective cost reduction routes, but, it is very much up to operators and indeed their drivers to identify damage as it occurs and then to have it repaired. Mr Wilson said: "The faster the action is taken, the better the repair quality. Autoglass offer fleet inspection and

regular repair visits by arrangement in all areas of the UK."

However, Autoglass' activities are not just confined

to the UK. Apart from its extensive world wide activities, it is the premier autoglazier in Northern Europe where it has over 20 locations and has recently acquired the Eurobusglass business in Germany which not only makes Autoglass Germany the dominant force in coach glazing in its own country but improves the service that Autoglass Europe can provide for British operators.

Holland, France, Belgium, Luxembourg, Portugal, Italy, Ireland and Germany are all serviced by the group and have national control centres, making its one time boast of providing a service from Wick to Dover an outdated claim.

Historical links with all major UK and European insurance companies that have spanned a decade or more continue to provide operators with Autoglass' renowned direct billing.

Innovations on its technical and fleet ownership database, driven by a CD ROM at every branch, will soon further improve the overall customer service ethic that Autoglass pursue.

Mr Wilson made one further claim to the meteoric rise of Autoglass Coach & Bus and that is the dedication, knowledge and expertise of his 60 staff that operate the business along with their shared belief in customer service excellence. Training has played a major part in Autoglass' business this year and 80 per

cent of the industry's NVQ's are held by Autoglass fitting staff.

CBW visited Autoglass to view the work that goes on behind the scenes within the Group and to witness some of the innovative schemes that are in the pipeline, promising some exciting announcements in the near future.

Contact Autoglass on 01234 279559.



**Autoglass activities are not just confined to the UK market**



# Motorways are distribution hubs

**B**USPARTS relocated its Birmingham headquarters to a new £1.5 million distribution centre at West Bromwich and has a new site for its Bristol depot giving it two centres, which like its London depot at Chertsey, are adjacent to a motorway junction.

As a sister company of Carlyle Parts and Service, Busparts was previously located at the former Midland Red central works in Egbaston. Carlyle has a Van Hool parts franchise and Busparts sales manager, Steve Dunn, said: "We're trying to provide a range of complimentary branded parts so that we link in with names that are well known."

Busparts entered the glass market three years ago and Mr Dunn says its range has grown to cover virtually every coach and bus with British or Continental bodywork. Three months ago it was appointed official distrib-

utor for Setra. The company also supplies independent glass fitters.

Both heated and non-heated screens are supplied by Triplex with a complimentary range of sideglass being established by taking a range of vehicles at a time. Flat double-glazed units are stocked.

Each of the three branches has a fitting service with mobile facilities available from Chertsey. All branches have out-of-hours numbers and free next-day distribution is available anywhere in the UK and Mr Dunn says a key advantage to operators is the ability to order a wide range of parts in addition to glass on the same delivery.

**Contact Busparts on 0121 524 1200 (West Bromwich), 0117 955 4955 (Bristol), or 01932 569 1777 (Chertsey)**



Glass replacement is often necessary in emergency to preserve coach and bus security

## Pioneer sets targets

PSV Glass of High Wycombe is moving into new 67,000 sq ft premises and claims that with just under 5,400 different product lines, it has the widest range of any PCV glass distributor in Europe and is selling just under 23,000 laminated screens and toughened sideglases a year.

As the UK's first independent supplier of coach and bus glass, PSV Glass has maintained a five-year tooling programme for directly-sourced glass. More recently it has entered into a series of OE glass distribution deals with coachbuilders.

Managing director, Paul Andrews said: "Like any pioneer, we set a lead which has been followed. This means operators have a growing choice of suppliers for many of the more popular replacement glass parts. But none of them can match our range, technical support or overall level of service."

"Nonetheless," said Mr Andrews, "increasing competition has obviously brought a healthy pressure on prices and since we maintain a perpetual watch on competitive pricing activity, this provides a marvellous

opportunity for coach and bus operators to enjoy the full benefits of the widest range with arguably the best price/service package around."

It has a support and technical team of 35 and an 18 vehicle fleet providing free next day nationwide delivery. However, it has now launched a new rapid response same day delivery service for coach and bus operators located within the M25 area.

Running since mid-April on a trial basis, the service has now gone fully operational and is available for orders placed before 10am by any operator located within the M25 and in the M40/M4 corridor between High Wycombe and Maidenhead.

In addition, its normal next day delivery service is supplemented by dedicated immediate delivery for screens or sideglases needed urgently. These are taken directly to customers for an additional charge. There is no minimum order value on any PSV Glass delivery service.

**Contact PSV Glass on 01494 533131 for more information.**



# GLASS

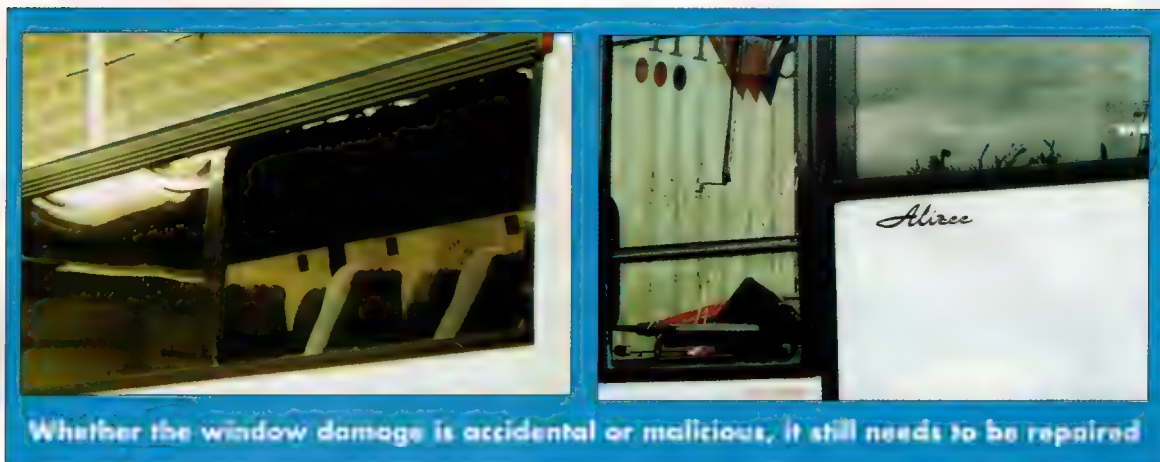
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GLASS**





Whether the window damage is accidental or malicious, it still needs to be repaired

## Polish away those scratches

**E** SPIRIT, a leader in windscreen repair technology has introduced an answer for most scratches found on glass, including those caused by wiper blades.

The Espirit glass polishing system polishes away



Esprit glass polishing system...

the surface glass using specially designed polishing heads with a fine polishing powder using the new Espirit polisher. Cooling and lubrication avoids heat build up as the tool operates at 1,200 rpm.

It costs £425 plus VAT. Meanwhile the West Sussex-based company is in its 15th year with its windscreen repair system available for less than the cost of a new coach windscreen at £460 including on-site training in its new training school based at the sales and technical centre, Newcastle-under-Lyme.

This system will repair up to 30 coach windscreen before any consumable materials are required.

Contact  
Esprit  
on 01798 813 698.



...and professional repair system

## Direct replacement

OVER 10 years ago Gurit-Essex (UK) first opened its doors. Not that it hadn't been selling product in the UK before then. Far from it, but 1985 marked the establishment of the British company as a sales and warehousing operation for the direct glazing adhesive manufactured in its Swiss plants.

In 1988 a factory was opened in Nuneaton and after two-years field trials the Betamate E repair system offered in the aftermarket.

A series of components result in a direct glazing system which allows the vehicle to be driven away within 30 minutes of being glazed. This compares with two-three hours for the company's Betaseal (one component) polyurethane.

Betaseal cures by atmospheric humidity and usually takes longer in the colder months.

Contact Gurit-Essex on 01203 370333.

## More NC outlets

SELECTED Northern Counties parts, including glass, are now available from Plaxton Parts & Service depots at Anston, Sheffield and Ware.

The move follows the takeover of Northern Counties by Plaxton, bringing the benefits of Plaxton's service and systems to provide a parts service from four locations - five when Barrhead goes live on 1 July.

Contact Plaxton Parts & Service on 01909 551155.

CEW



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## ERRINGTONS

### Extra spec adds appeal

A NEW Toyota Optimo has recently been supplied by Erringtons of Evington to the USAF base at Alconbury, Cambridgeshire.

It is an Optimo III GL 21-seater coach finished in white with red relief bands.

In addition to the usual specification the following extras have been fitted: air-conditioning; reclining seats with armrests and glove nets; hot water boiler; refrigerator; video/monitor; radio/cassette/PA; full carpet; and heated rear mirrors.



## HUGHES DAF

# When what

### Marchwood stays with DAF for its fleet replacement

by Mike Morgan

HALF a dozen Van Hool-bodied DAF Bus SB3000WS-chassied coaches have joined the fleet of Marchwood Motorways.

Adorned in Go Marchwood livery, the new coaches were selected from Hughes DAF stock, replacing older coaches on a one-for-one basis.

Director Peter Osborne said the 50-vehicle business, based at Totton on the edge of the New Forest, had standard-

ised on DAF for its full-size coaches and buses. He said: "We know the product and what you know is usually the best."

Three of the new coaches are air-conditioned to meet the requirements of Cunard and two of the six have low-driving positions.

Mr Osborne said buying from stock meant Marchwood may have been restricted on choice of moquette, but it was able to have the coaches when it needed them.

## VOLVO

### Volvo is choice for 1996 fleet replacement



TAPPINS of Didcot says reliability, service back-up and whole-life vehicle costs were the prime reasons why it has again chosen Volvo to fulfil its 1996 fleet replacement requirement and taken delivery of 10 B10M GL coaches.

Joining Tappins' 50-strong fleet of Volvo single-deck coaches at its Oxfordshire base, all 10 coaches are powered by Volvo's THD102KB engine coupled to ZF S6-85 manual gearbox. All are fitted with 53-seat Van Hool Alizee bodies, the specification including air-conditioning, double-glazing and lap belts on all passenger seats.

Supplied by Moseley in the South, the new B10Ms are finished in Tappins' distinctive orange, black and white livery. They will operate throughout Britain and Europe on tours and the company's own holiday programme.





# What you know is usually best



## DENNIS

### Darts for discerning travellers

FIVE Dennis Darts have joined the fleet of Southern Vectis, the Isle of Wight's major bus operator. The new buses are 8.5 metres long — a dimension fixed by the need to turn in a confined space at the Cowes terminal of the high-speed Red Jet ferry service to Southampton.

The Darts are Southern Vectis's first, and they entered service as part of a major revision of routes and timetables on the island, which has seen the introduction of colour codes for the route network.

The colours are shown on

maps, publicity material and on the destination blinds — red for the cross-island service on which the Darts are running. The service offers regular links between Cowes, Newport, Sandown and Ventnor — and points beyond on the mainland, including London by rail via Southampton.

"The Darts have been used to provide a top-quality service for travellers using the high-speed passenger ferry to and from Southampton," said Alan White, managing director of Southern Vectis. "Our aim is to attract busi-

ness users as well as leisure traffic and to help achieve this the Darts have high-specification UVG bodies with 33 coach-type seats. The service is being marketed under the Jetlink name, and it provides connections with every Red Jet crossing."



## SJ CARLTON

### Seasonal upgrade

WELL-KNOWN for its stunning tri-axle Neoplan Cityliners, Parrys International of Cheslyn Hay has maintained its regular fleet upgrading policy by replacing two for the 1996 season.

The new coaches carry Parrys clients with air-conditioned splendour and are typically to a very high specification.

The Cityliners run with 48 seats and come with offside wash-room, servery, tables to seat backs

and two-point belts for each passenger seat.

Owner Dave Parry has also taken delivery of a 44-seat, two-axle Volvo/Van Hool for tours of Ireland and Scotland (CBW, 1 June).

Mr Parry said the Neoplans and the Van Hool shared the same internal configuration so they fit in with the company's computerised booking system.

**CBW**



# Classified

Tel: 01733 467147 Fax: 01733 467154



## AEC

### 1978 AEC 760

Marshall body, 54 seats,  
MoT October '97,  
very clean and tidy.

**£3,750 + VAT ono**

**ALLCO PASSENGER  
VEHICLES**

Tel.

**01895 820760**

(63738/AEC)

## BEDFORD

**BEDFORD YMT DOMINANT EXPRESS**,  
1979, tested to October '96, 53  
retrimmed seats, very clean and  
straight vehicle owned by us from new,  
**£2,250 + VAT. Tel. Jaronda Travel on**  
**01757 268229 (N. Yorks).** (63667/BE)

**BEDFORD YMT DUPE DOMINANT II**,  
53 seats, air door, MoT March '97,  
**£3,000 + VAT. Tel: 01455 202600.**

(63681/BE)

**BEDFORD**, 1977, Plaxton, 53 coach,  
MoT until August 28th, good contract  
vehicle, **£1,750 ono. Tel. 01842 752226**  
(Norfolk). (63855/BE)

**BEDFORD**, D reg, YMPS, 35 recliners,  
aircraft lockers, tables, very clean and  
tidy, long MoT, **£24,950 + VAT. Tel. 0121**  
**558 0087.** (63769/BE)

**BEDFORD YMT DOMINANT EXPRESS**,  
1979, tested to October '96, 53  
retrimmed seats, very clean and  
straight vehicle owned by us from new,  
**£2,250, £1,950 + VAT. Tel. Jaronda**  
**Travel on 01757 268229 (N. Yorks).**  
(63698/BE)

## BERKHOF

### 1989 F REG BERKHOF EXCELLENCE 2000

76 seats, 4 tables, double glazed,  
full executive, 3 monitors, stereo,  
fridge, coffee machine, toilet,  
full PA system including CD player,  
new tyres, owner driven.

**£70,000 ono + VAT**

*Some work available*

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(63778/BE)

## BOVA

### 1988 BOVA FUTURA DAF

49 recliners + toilet,  
courier seat, tea/coffee  
machine, blue interior,  
MoT April '97, vgc.

**Tel. 01485 532349**

(63595/BO)

## BOVA

**BOVA**, 1984 Futura, completely  
refurbished interior, very smart looking  
coach, fridge, TV, drinks, wc, bunks,  
Webasto, Telma, double glazed, long  
MoT, **£32,000. Tel. 01268 783878**  
(Essex). (63655/BO)

## BRISTOL

### 1978(S) BRISTOL L85 PLAXTON

35 new seats, curtains, power door,  
PAS, PA system, etc, new test,  
new tyres, brakes & kingpins,  
excellent condition,  
surplus to requirements

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(63697/BR)

## CAETANO

**IVECO CAETANO**, 1983, 18 high back  
seats, power door, white paint, wired  
for video, **£2,950 + VAT. Tel. 01279**  
**793370.** (63760/CAE)

## DAF

### DAF VAN HOOL DH

1989 (F), 49/51 reclining seats,  
courier seat, reconditioned ZF  
6-speed gearbox, splitter, exhaust  
brake, variable top speed limiter,  
central continental door, centre  
demountable toilet, water boiler,  
20" TV and video player, new  
Blaupunkt radio/PA system, double  
glazed, curtains, driver's bunk,  
telephone, FSH, interior grey, exterior  
white, MoT April 1997, exceptional  
condition throughout.

**£80,000**

Tel. 01226 293566

(63770/DAF)

### 1988 DAF SB 3000 VAN HOOL ALIZEE DH

51 reclining seats, toilet,  
washroom, TV/video, hot  
drinks, foot rest, curtains,  
centre continental door

**£62,500**

Contact:  
Mr N. MacPherson

**Tel: 01530 270226**

(63642/DAF)

### DAF PLAXTON 3200

#### 1983 MB200

51 recliners + courier,  
double glazed, sun dimmed,  
rear continental door, MoT till late  
November, very good throughout,  
in stock, white, ready to work.

**£20,000**

Tel. 01227 710493

(63771/DAF)

## DAF

### 1985 DAF MB200 PLAXTON PARAMOUNT 3500

Low driver, 53 reclining seats, Blaupunkt  
radio/pa, curtains, rear continental door,  
excellent condition throughout,  
very smart vehicle, taxed and tested.

**£36,950 + VAT**

Tel. 01992 572409

(63216/DAF)

## DENNIS

### 1990 DENNIS DART

Carlyle Body, 39 seats,  
MoT 5/97

**£37,000 + VAT ono**

Tel: 01757 268229

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**0802 860466 (N. Yorks)**

(63696/DE)

## FORD

**FORD R114**, 53 seater. 1977, taxed,  
tested May 1997, very good condition,  
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**on 0141 951 4144.** (63767/FO)

**FORD**, 1979 Plaxton Supreme IV, out of  
test, u/s engine, all other spares on  
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(Norfolk). (63856/FO)

**FORD TAXIBUS**, 8 + wheelchair, also  
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(63790/FO)

**1983 FORD R1115 PLAXTON 3200**, 53  
seater, TV, video, PA, curtains, mo-  
quette trim to roof and racks, **£10,500 +**  
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### 1985 C FORD R1115 PLAXTON

Short 35 with seat belts, new Ford  
engine June '95, power door, radio,  
PA, MoT Dec '96, taxed.

**£19,950 ono**

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**Hampshire**

(63676/FO)

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(63819/LE)

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Leyland Leopard, 53 seater service bus,  
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**£5,000 + VAT**

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**LEYLAND ATLANTIAN**, Willow-  
brook bodywork, X reg, tested June  
'97 .....**£4,500 ono**

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bodywork, T reg, tested May '97  
.....**£3,500 ono**

**LEYLAND NATIONAL**, R reg, tested  
November '96 .....**£2,250 ono**

*All single door.*

*All good condition.*

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(63860/LE)

**TL11**, 245 Tiger engine, 12 months  
unlimited mileage warranty, **£3,250 +**  
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### 1984 LEYLAND TIGER

Reeve Burgess body, 35 seats,  
choice of 4.

**£13,500 + VAT**

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### 1989 LEYLAND TIGER TL11 PLAXTON 3200

53 recliners, tinted windows and  
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**P.O.A.**

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Long MoT's

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MERCEDES 608D, 1986, Alexander  
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(63774/ME)

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- 1991 H 609D, 21 seats .....
- 1993 L 609D, 23 seats .....
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*It has everything except competition.*

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MCW COACH,  
28 coach seats, luggage racks,  
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LEYLAND SWIFT,  
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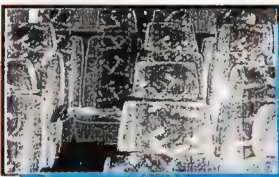
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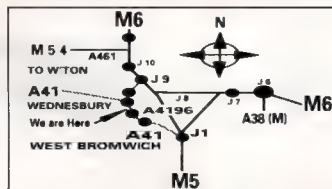
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Iveco	49.10	Robin Hood	25	Bus + 6	July 87	May 97	£8,250	£5,750
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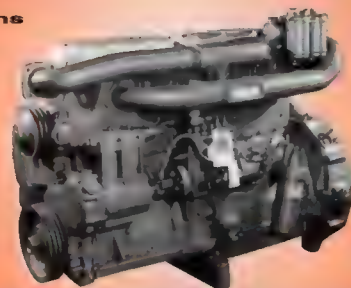
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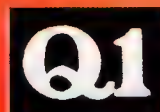
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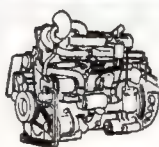


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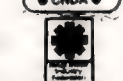
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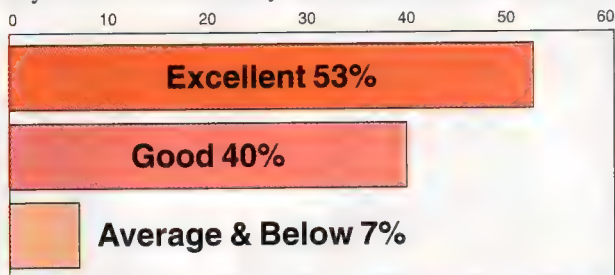
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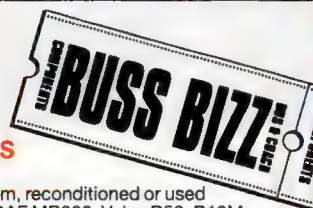
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# Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

## ASSISTANT COACH TERMINAL MANAGER

West Yorkshire

Shearings is the leading coach holiday operator in the UK providing quality British and European holidays to around 450,000 customers every year.

To ensure that we continue to provide high levels of customer service at our purpose built coach terminal at Normanton, West Yorkshire, we are seeking to recruit a talented individual who can contribute to the success of our North East and Yorkshire business.

In this role, you will assist the Manager in a wide range of areas including the training and supervision of customer care personnel and the recruitment and supervision of depot drivers and engineering staff. You will also be required to deputise for the Manager in his absence.

An experienced manager with a good working knowledge of transport operations, you will have a proven track record in dealing with the travelling public. You must be prepared to work weekends and unsocial hours especially in the peak season.

In return we offer an attractive salary and all the benefits you would expect from a large, successful company.

Please apply in writing with full career details to: Jane Burke, Personnel Director, Shearings Holidays, Miry Lane, Wigan WN3 4AG.

Closing date: 12th July 1996.

**SHEARINGS**

**Badgerline**

**City Line**

Operations Director

Bristol Omnibus Company Limited, part of FirstBus plc, is the major provider of local bus services in the former County of Avon, North Somerset, West Wiltshire and South Gloucestershire, with a fleet of over 700 vehicles and a turnover of £48m per annum. Trading as City Line in Bristol and Badgerline for the rest of the area, the Company has a reputation as one of the most progressive, forward looking and customer focused bus businesses in the country.

The Board of Directors work very closely together to ensure the successful development of the Company and are now looking to strengthen the team with the appointment of an Operations Director.

The key role of the Operations Director will be the effective development and delivery of high quality, reliable services to meet the needs of our customers, whilst achieving the budgeted profit targets.

Applicants will be expected to demonstrate considerable experience of managing a major business and in particular have extensive skills in service planning, trade union negotiations, communications at all levels and the ability to motivate others to ensure the effective delivery of our business plan.

A remuneration package commensurate with this senior position will be offered to the successful applicant.

Applications with full CV should be submitted under Private and Confidential cover to:

**Bob Holland**

Managing Director  
Bristol Omnibus Co. Ltd.  
Enterprise House  
Easton Road  
Bristol BS5 0DZ

Closing Date for applications:  
Friday 12 July 1996  
(63688/APP)

## COACH AND BUS WEEK

*Classified Deadlines*

Booking .....  
.....TUESDAY 1600

Bookings requiring Proofs  
.....MONDAY 1200

Cancellation .....  
.....MONDAY 1200

## COACH CONTROLLER

required  
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London SW8 3HE

(63684/APP)

# Appointments & Tenders

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# Appointments & Tenders

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## AREA MANAGER

■ East Yorkshire Motor Services is the main bus operating company in the highly successful and expanding independent EYMS Group. This post, which covers the whole of the company's Southern Area, incorporates the city of Kingston-upon-Hull plus Beverley and surrounding rural routes.

■ Reporting to the Traffic Manager, you will be responsible for managing and motivating more than 250 staff - maintaining the network whilst seeking continuous service improvements, controlling costs, planning and implementing local initiatives, and forging strong links with the local community.

■ You must have at least three years' management experience at District/Depot level in a modern public transport environment where you have successfully managed a sizeable team as well as applying effective financial disciplines. An enthusiastic and commercially-aware manager, with strong motivational and communication skills you must be able to demonstrate a flexible outlook and a willingness to work under pressure.

■ With an attractive starting package, which includes a fully-expensed car, there are good career prospects in this developing group.

**EAST YORKSHIRE**

East Yorkshire Motor Services Limited

BIRMINGHAM

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LEEDS

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■ Please send your CV with current salary details in confidence to: Theaker Monro & Newman, The Executive Centre, 100 Wellington Street, Leeds, LS1 4LT (0113 237 3901) quoting ref. 1214.

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## REGIONAL SALES MANAGER

FIELD BASED - MIDLANDS

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Holiday Club Pontin's is part of the leisure division of Scottish & Newcastle plc, with 18 locations throughout the UK, Jersey & Southern Ireland.

A vacancy has arisen within the Group Sales Department providing an excellent opportunity for the right individual to further their sales career within this exciting industry.

Reporting to the Group Sales Manager, you will be Field based and responsible for the Midland Sales territory. The Postholder will be expected to substantially contribute to an already successful operation in a highly competitive market and at the same time increase our share of the UK holiday market through coach operators, commercial accounts and group organisers.

To succeed the successful candidate must be dynamic, enthusiastic, self-motivated, forward thinking and possess excellent communication skills. You must hold a full driving license and have at least 2 years' selling experience in the coaching or hotel industry or experience in a similar environment.

**HOLIDAY CLUB  
PONTIN'S**

Apply in writing enclosing CV to: Holiday Club Pontin's, 'Recruitment Ref RSM', Sagar House, Eccleston, Lancs PR7 5PH.

Closing date: 10th July 1996

SERIOUS FUN

## MANAGER Charterplan Manchester

Following the recent acquisition of Charterplan by EYMS Group Limited, we are now seeking to appoint a Manager to oversee operations through an existing period of development and beyond.

Operating over twenty modern coaches on a broad mixture of tours and private hire, Charterplan Manchester will become an integral part of East Yorkshire Travel Limited - one of the country's fastest growing coach companies with an anticipated 1996 turnover in excess of £10 million.

Responsible for the day to day management of operations in Manchester, the successful applicant will be able to demonstrate a strong commercial background and the ability to

deliver a quality service in a competitive environment.

This demanding, but rewarding role will attract an annual salary of not less than £21,500, company car, private health cover and pension scheme.

Applications in writing, with CV, to:

Graham Rogers  
Managing Director  
East Yorkshire Travel Limited  
Springfield Way  
Hull HU10 6RJ

**EYT**  
EAST YORKSHIRE TRAVEL

AN  
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## ▼ Bus

## A new role for Payne

**MIKE Payne** has taken up the new appointment of commercial manager with FirstBus subsidiary Eastern Counties.

Mr Payne, 32, held a similar position in Rugby with Stagecoach Midland Red, having stayed with that company and its successors since starting his career as a National Bus Company trainee in 1986.

When under Western Travel ownership, Mr Payne held several local management positions before becoming business manager east for the Red &

White subsidiary.

His return to Midland Red followed the Stagecoach takeover.

He told *CBW* his move to Eastern Counties at Norwich gave him the opportunity to become involved in the "overall management of the company."

His responsibilities are to improve the company's focus on customers, particularly through improved information, and to analyse service provision with a view to meeting the needs of the market.

## ▼ Coach and Bus

## McAllister president of SMMT

**IAN McAllister**, chairman and managing director of the Ford Motor Co Ltd, will succeed chief executive of Lucas Industries plc **George Simpson** as president of the Society of Motor Manufacturers and Traders (SMMT) for 1996/7.

Mr McAllister was appointed chairman of Ford of Britain in December 1991, having previously been managing director of the company from September 1991. He joined Ford as a trainee **CBW** in August 1964.

## ▼ Coach and Bus

## When the Price is right

by Mike Morgan

**DAFYDD Price** has handed the family coach and bus business, Padarn Coaches, to his son **Darren** so he can concentrate on his new role selling Pindar's cartographic and timetable production services to the newly-formed local Government unitary authorities in Wales.

Mr Price, who lives at Llanberis at the foot of Snowdon, will also be selling Pindar's leaflet and holiday brochure print capabilities to the Welsh tourism industry, particularly coach and railway operators.

Pindar national sales manager David Smallwood said: "His wealth of transport and local authority knowledge will help us break into wider sales markets throughout Wales."

Before managing his own business, Mr Price worked for Arfon Borough Council for 17 years.



Price: 'wealth of knowledge'



### Payment (please tick as appropriate)

#### Coach and Bus Week

	1 year	2 years	3 years
UK	£49.00	£88.00	£125.00
Eire/Europe	1 year £92.00.	Airmail 1 year £124.00	

#### Transit (Existing Coach and Bus Week Subscribers)

	1 year	2 years	3 years
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Eire/Europe	1 year £115.00.	Airmail 1 year £147.00	

#### Coach and Bus Week and Transit (New Subscribers)

	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe	1 year £164.00.	Airmail 1 year £196.00	

### PLEASE ANSWER THE FOLLOWING QUESTIONS.

#### YOUR COMPANY DETAILS

1. What is your primary job title? (Tick one only)
- Owner/Director ..... ☐ 01
- Senior/General Manager..... ☐ 02
- Engineering/Service Manager ..... ☐ 03
- Other (please specify)..... ☐ 04

2. What is your company's main business function?
- Bus Operator..... ☐ 01
- Coach Operator..... ☐ 05
- Coach & Bus Operator ..... ☐ 02
- Local Government ..... ☐ 03
- Other (please specify)..... ☐ 04

## SUBSCRIPTION ORDER FORM

*Coach and Bus Week* is the news weekly for coach and bus operators. *Transit* provides vital analysis of, and information on, the UK public transport scene every fortnight. Together they make an unbeatable and invaluable package. All annual subscription rates include delivery by first class post. It is important to fill out all parts of this form. NB: *Transit* is not available on subscription without *Coach and Bus Week*.

### 3. How many vehicles does your company own/operate?

	(Tick all that apply)	
	Buses	Coaches
1-5 .....	<input type="checkbox"/> 01	<input type="checkbox"/> 10
6-10 .....	<input type="checkbox"/> 02	<input type="checkbox"/> 11
11-15 .....	<input type="checkbox"/> 03	<input type="checkbox"/> 12
16-25 .....	<input type="checkbox"/> 04	<input type="checkbox"/> 13
26-39 .....	<input type="checkbox"/> 05	<input type="checkbox"/> 14
40-100 .....	<input type="checkbox"/> 06	<input type="checkbox"/> 15
101-400 .....	<input type="checkbox"/> 07	<input type="checkbox"/> 16
401-1000 .....	<input type="checkbox"/> 08	<input type="checkbox"/> 17
1000+ .....	<input type="checkbox"/> 09	<input type="checkbox"/> 18

### 4. Do you have responsibility for the recommendation/purchase and/or specification of the following?

	(Tick all that apply)		
	Pur	Spec	Rec
Vehicles .....	<input type="checkbox"/> 01	<input type="checkbox"/> 12	<input type="checkbox"/> 23
Parts/Spares .....	<input type="checkbox"/> 02	<input type="checkbox"/> 13	<input type="checkbox"/> 24
Oil/Fuel .....	<input type="checkbox"/> 03	<input type="checkbox"/> 14	<input type="checkbox"/> 25
Breakdown .....	<input type="checkbox"/> 04	<input type="checkbox"/> 15	<input type="checkbox"/> 26
Insurance/Finance .....	<input type="checkbox"/> 05	<input type="checkbox"/> 16	<input type="checkbox"/> 27
Fuel Cards .....	<input type="checkbox"/> 06	<input type="checkbox"/> 17	<input type="checkbox"/> 28
Training .....	<input type="checkbox"/> 07	<input type="checkbox"/> 18	<input type="checkbox"/> 29
Venue/Attraction Tickets .....	<input type="checkbox"/> 08	<input type="checkbox"/> 19	<input type="checkbox"/> 30
Ferry Crossing .....	<input type="checkbox"/> 09	<input type="checkbox"/> 20	<input type="checkbox"/> 31
Hotel Bookings .....	<input type="checkbox"/> 10	<input type="checkbox"/> 21	<input type="checkbox"/> 32
Theatre Tickets .....	<input type="checkbox"/> 11	<input type="checkbox"/> 22	<input type="checkbox"/> 33
Other (please specify).....	<input type="checkbox"/> 34		

### 5. What type of work does your company undertake?

	(Tick all that apply)
Private Hire .....	<input type="checkbox"/> 01
Day Excursions .....	<input type="checkbox"/> 02
British Tours .....	<input type="checkbox"/> 03
European Tours .....	<input type="checkbox"/> 04
Local Government Contracts .....	<input type="checkbox"/> 05
Emergency/Breakdown Services .....	<input type="checkbox"/> 06

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Return to: Kerry Young, *Coach and Bus Week*, Subscription Department, EMAP Automotive Ltd., Wentworth House, Wentworth Street, Peterborough PE1 1DS or phone 01733 467051 today






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